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Points on
Exporting



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THE NORTHWESTERN MILLER
MINNEAPOLIS



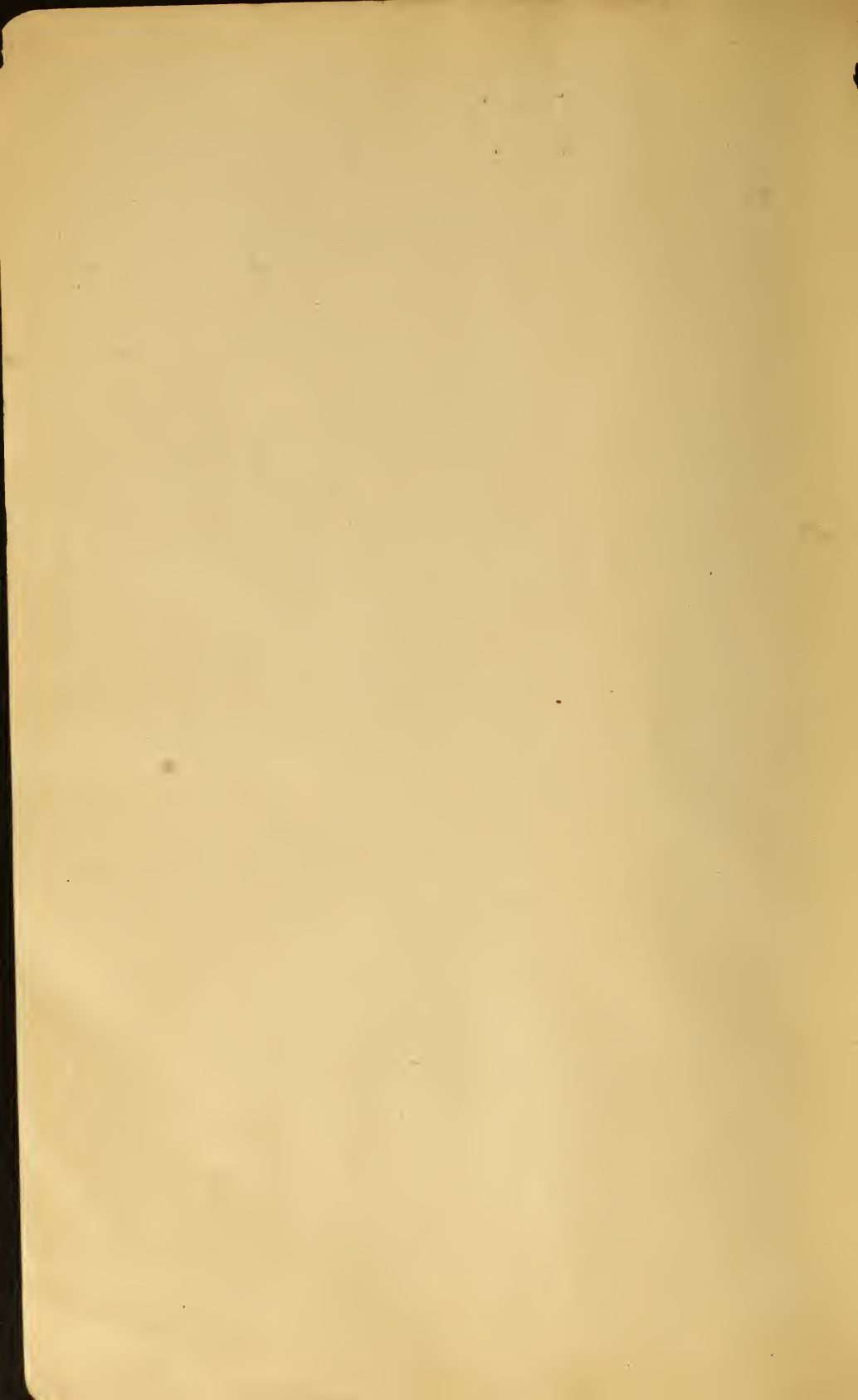
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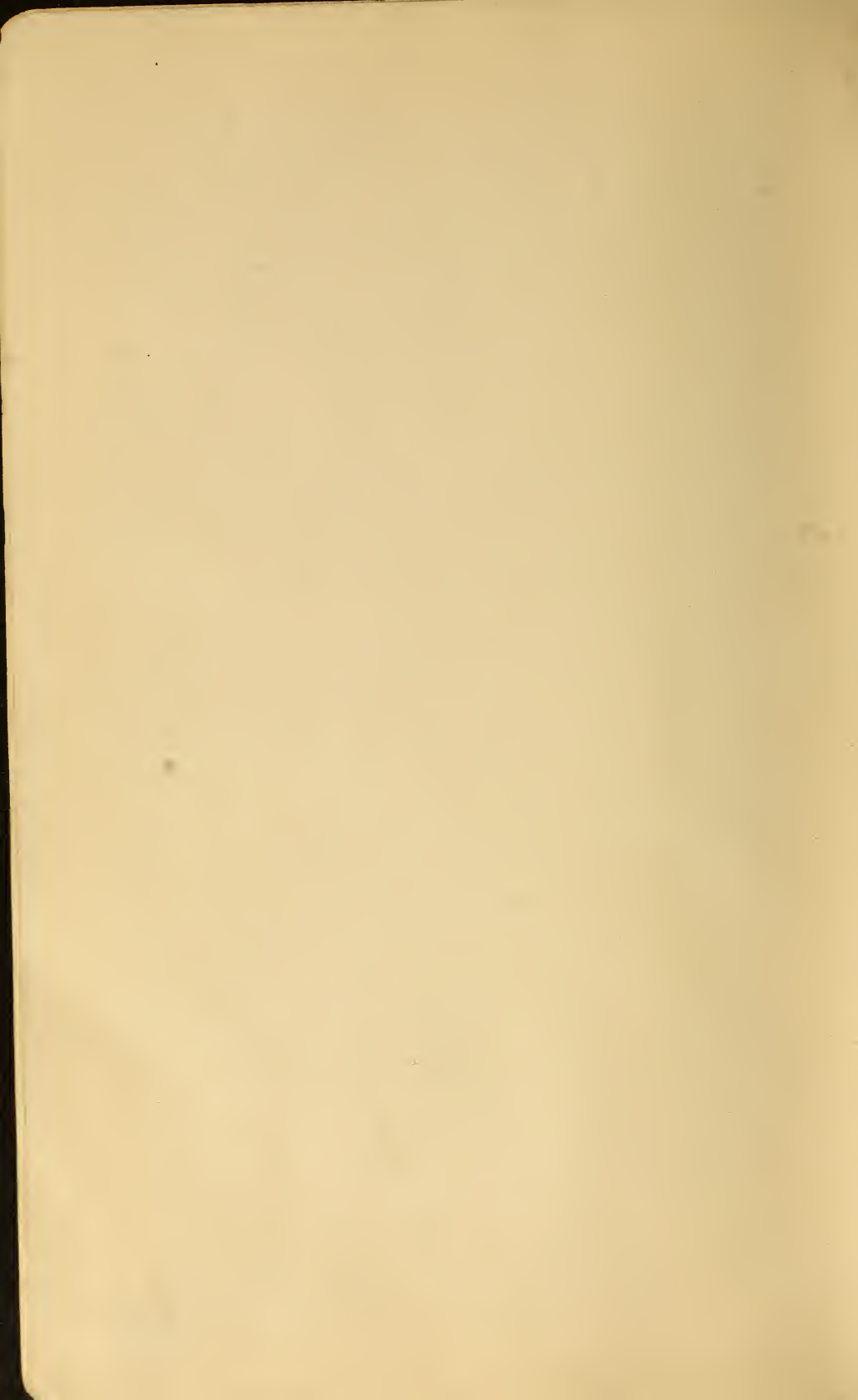
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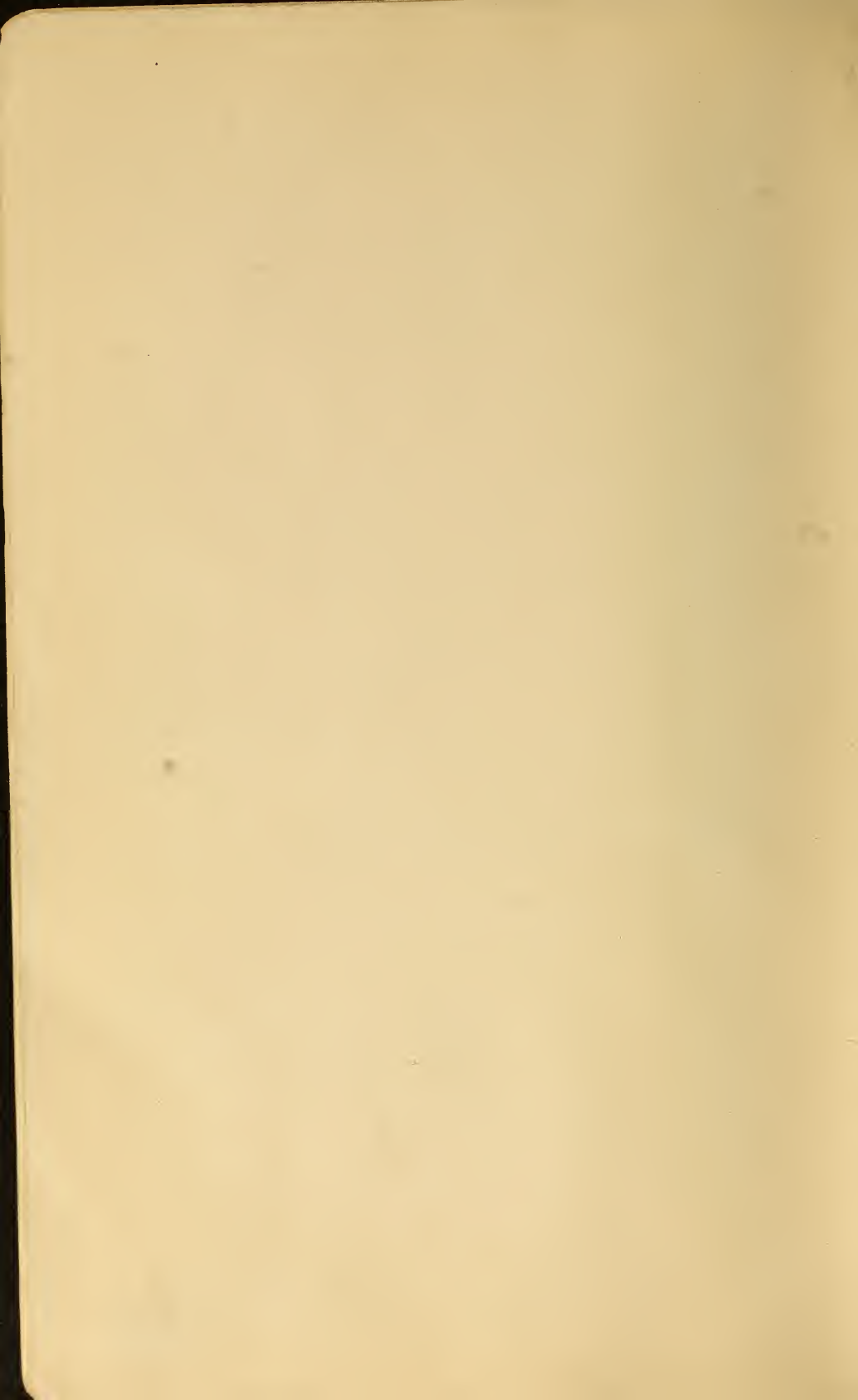
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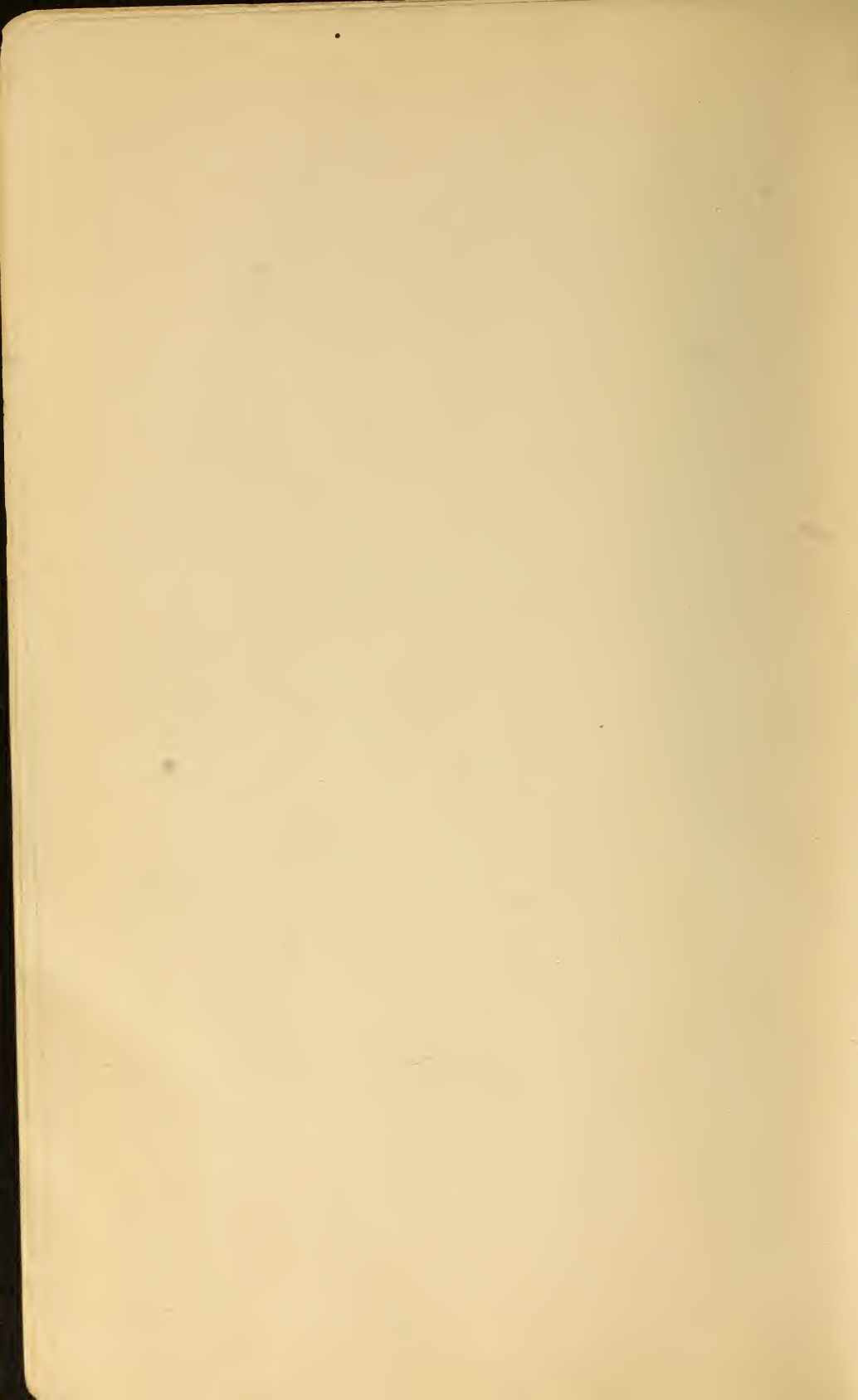
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Hints on Exporting.

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We insure both FOREIGN and DOMESTIC
shipments, subject to

ALL RISK

and solicit the business of millers.

We represent the following companies:

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Mannheim	- - -	Mannheim, Germany
Union Marine	- - - - -	Liverpool

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Successor to "The Gale Agency"

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Howard's Wheat & Flour Testing Laboratory

Established 1886.

222-226 N.Y. LIFE BLDG.,

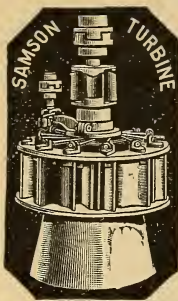
MINNEAPOLIS, MINN.

The attention of the exporting miller is especially called to our Daily Comparative Baking Test, Records and Reports, determining the quality of a given sample of flour compared with a like grade from the best and largest mills in the world, showing the color and size of loaf, the weight and water absorption.

By this means the miller may have a correct record of the quality of the "type" or "standard" sample he sends forward, and can know whether subsequent shipments are, as they should be, substantially the same, neither better or worse. In case of complaint can find just grounds for settlement. In most cases a defense against unjust and excessive claims.

Comparative Baking Test Reports are available to millers only on their subscription to Sept. 1st (end of crop year). Rates according to service required. We make no single Comparative Baking Test Reports at any price. We have a complete Laboratory for the Chemical and Microscopic analysis of wheat and flour in charge of Chas. H. Briggs, B.S. Chemical reports available to all at rates according to service required. Correspondence solicited.

A. W. HOWARD.



Samson Turbines

For all heads from 3 ft. to 2,000 ft.

ADAPTED TO MILLING and all power purposes. Easy working balanced gates. We guarantee greatest power smallest quantity of water, at both full and part gates.

SPECIAL FEATURES:

High Speed and Efficiency.

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Great Power and Strength.

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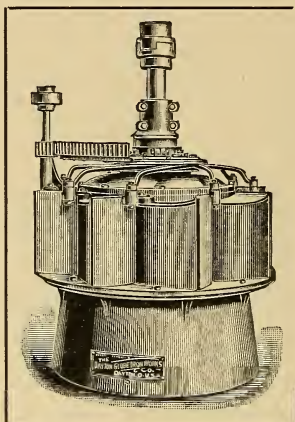
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OHIO, U.S.A.

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Highest Efficiency
at all
Stages of Gate.

Greatest Power.

Most Substantial
Construction.



Gearing and
Power Transmission
Machinery
of
Every Description.

Catalogues and
Estimates
Furnished on
Application.

The Dayton Globe Iron Works Co.

20 S. LUDLOW STREET - - - DAYTON, OHIO, U.S.A.

The Summit of Excellence

Is obtained by the Wave System of Milling in producing the greatest quantity of high-grade patent flour from the grain.

Economical in Use of Power.

Greatest Treatment of Stock.

Write : **The Wave System Bolting Co.**

DAYTON, OHIO.

The First Step

toward a successful export business is an advertisement in

The Northwestern Miller

Through this and the special service of our London office, which is given exclusively to our advertisers you can be promptly and favorably brought in touch with the best class of foreign buyers, and saved from unpleasant and costly experiences with the unreliable kind. This service and many others of importance connected with it, cannot be obtained in any other way.

***YOU CANNOT AFFORD TO COMMENCE
EXPORTING WITHOUT IT.***

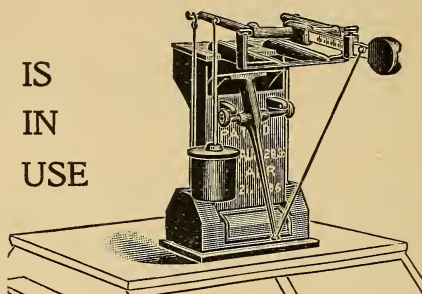
It is the first step. We can help you then with the other steps.

We shall be glad to tell you all about it.

The Miller Publishing Co.

Minneapolis - - Minn.

The Columbian First Break Feed Governor



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IN
USE

ALL
OVER
THE
WORLD

THE COLUMBIAN GOVERNOR is guaranteed to keep a perfectly regular feed on the First Break, no matter how often or to what extreme the condition of the grain may change. To feed any desired amount, it is only necessary to move a weight on a graduated beam, to the figures representing the amount it is desired to grind.

It fits any size or make of roll. It is perfectly automatic. It never gets out of order. It does not have to be oiled, cleaned out, or looked after periodically. Every part is accessible instantly. It can be attached in thirty minutes. It will last a life time.

It is sent on thirty days trial, and we pay all freight charges in case you return it.

Write for Pamphlets, Prices and Testimonials.

A few of those using the "COLUMBIAN" are :

Washburn-Crosby Co., Minneapolis, Minn.	7
James Quirk Milling Co., "	6
Phoenix Milling Co., "	
National Milling Co., "	
American Cereal Co., Akron, Ohio	10
Northern Milling Co., Chicago, Ill.	6
Eckhart & Swan Milling Co., Chicago, Ill.	5
Henkel, Hermanos S en C, Toluca, Mexico	8
F. Kieseckamp, Munster, Germany	4
Banner Milling Co., Buffalo, N.Y.	2
Urban Mills, "	3
Listman Mill Co., LaCrosse, Wis.	2
Geo. Tileston Milling Co., St. Cloud, Minn.	2
The La Grange Milling Co., Red Wing, Minn.	3

COLUMBIAN FEED GOVERNOR CO.,
104 North 2d Street, Minneapolis, Minn.

The Wave System of Bolting

Is the Most Profitable System of Milling Known.

Requiring Less Than Half the Power of Any Other.

The Gentlest Treatment of the Material.

The Cleanest Separations of the Various Stocks.

The Greatest Increased Percentage of High Grade Flour.

No Trouble to Operate.

Write : **The Wave System Bolting Co.,**
Dayton, Ohio.

CODES

THE RIVERSIDE CODE

Used exclusively by the
leading Export Millers
of the United States.

PRICE

ONE COPY - - \$3.00

In lots of	6	.....	\$2.75 each
" "	12	.....	2.50 "
" "	25	.....	2.25 "
" "	50	.....	2.00 "
" "	100	.....	1.50 "

FOR SALE BY
THE NORTHWESTERN MILLER,
MINNEAPOLIS, MINN.

Or (for the convenience
of flour importers) by

KINGSLAND SMITH,
London Office Northwestern Miller,
5 Catherine Court, Seething Lane,
LONDON, ENGLAND.

Or at any Branch Office
of the Northwestern Miller.



JEFFREY ELEVATORS CONVEYORS

For Mills, Factories and Power Houses

Send for
Catalogue



The JEFFREY MFG. COMPANY
Columbus, Ohio, U.S.A.



Buy the Best Bags.

EXPORT BAGS A SPECIALTY.



Keep the Largest Stock.
Do the Best Work.

BEMIS BRO. BAG CO.,
Omaha. West Superior.
Indianapolis. Minneapolis.

New Orleans.
St. Louis.

By writing to The Northwestern Miller that you have decided to enter the export trade, you can obtain valuable assistance in making the arrangements described in this book and in gaining a successful and satisfactory foreign business.

Main Office : Minneapolis.

Branches :

London, New York, Chicago, Indianapolis,
St. Louis, Kansas City Sioux City.

LORD LINE

To Belfast
and Dublin
from
Baltimore,
MD.

The following first-class steamers make regular sailings :

"LORD DEVONSHIRE"	7,000 tons
"LORD ROBERTS"	7,000 tons
"LORD IVEAGH"	5,000 tons
"LORD DUFFERIN"	7,000 tons
"LORD CHARLEMONT"	5,000 tons
"LORD ANTRIM"	5,000 tons
"LORD LONDONDERRY"	4,200 tons
"LORD LANSDOWNE"	3,800 tons
"LORD ERNE"	6,800 tons

and other steamers as required.

Through Bills of Lading Issued to Various Points in Ireland.

The Atlantic Transport Co., Agts.

234 La Salle Street, Chicago.

Continental Trust Bldg., Baltimore.

412 Guaranty Loan Bldg., Minneapolis.

HOLLAND-AMERICA LINE.

Regular Service between

**NEW YORK { ROTTERDAM
AMSTERDAM
and Newport News---Amsterdam
Norfolk, Rotterdam.**

By fast Twin Screw Steamers, 8,300-12,500 tons

Western Agent : D. J. DONOVAN, 240 La Salle St., Chicago, Ill.

Outward Freight Agents—New York Service: FUNCH, EDYE & Co. ; Newport News Service: UNITED STATES SHIPPING Co., both Produce Exchange Annex, New York.

Flour delivered at New York and Newport News direct from cars to steamer through covered piers.

This line will guarantee shipment of flour on fixed dates, if so contracted, or promptly after reaching seaboard.

HOLLAND-AMERICAN LINE,

39 Broadway, New York.

86 La Salle St., Chicago, Ill.

Newport News, Virginia.



**The UNITED STATES
Shipping Company**



FLOUR SHIPMENTS A SPECIALTY.

Regular sailings from Newport News to Hamburg, Rotterdam, Amsterdam, Antwerp, Glasgow, Bristol, Leith, Dublin, Belfast, Hull, Manchester and other European ports. Cars of flour are run into covered piers alongside and unloaded direct to steamer. For further information apply to any of the agents of the Kanawha Despatch, Cumberland Gap Dispatch, C. & O., N. & W., Southern, and Seaboard Air Line Railways, and the Atlantic Coast Line, to D. J. DONOVAN, General Western Agt., or to THE UNITED STATES SHIPPING CO., Produce Ex., New York, N. Y.

HARRISON LINE.

DIRECT SERVICE

Liverpool to New Orleans

—AND—

New Orleans to Liverpool

Express through service every ten days by Harrison Line from

Calcutta to New Orleans

—ALSO—

Mexico to New Orleans

Through Bills of Lading are issued and through rates of freight quoted from Calcutta and from all towns in Great Britain and from ports on the Continent to all points in the United States; and as these steamers run all the year round, importers in the west are enabled to have their goods shipped regularly direct and in bond through the port of New Orleans.

Apply to THOS. & JAS. HARRISON, Mersey Chambers, Liverpool; or to the Agents. In Calcutta, HORRE, MILLER & Co. ALFRED LE BLANC, Agent, 829 Gravier St., New Orleans, La. R. W. LIGHT-BURNE, Jr., Board of Trade, Kansas City.

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NEW YORK, PHILADELPHIA, BALTIMORE,
(Weekly Service.) (About Every Ten Days.)

TO LONDON.

MINNETONKA, 13,400 tons
(Building)

MINNEWASKA, 13,400 tons
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MARQUETTE, 10,000 tons

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MESABA, 10,000 tons

MANITOU, 10,000 tons

MICHIGAN, 10,000 tons

MACKINAW, 5,500 tons

MINNESOTA, 5,500 tons

MARYLAND, 4,000 tons

MONTANA, 4,000 tons

Special Attention to Shipments of Flour.

The New York Service is equipped with Large, New, Electric-Lighted, Steam-Heated Steamers, carrying only first-cabin passengers. All Cabins on Deck. Thorough Ventilation.

234 La Salle Street, Chicago, Ills.

Guaranty Loan Bldg., Minneapolis, Minn.

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1 Broadway, New York.

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108 Fenchurch Street, London.

Marine Insurance.

“THE ALL RISKS CLAUSE” of Insurance was originated by this firm, and can only be obtained in its proper and fullest sense through us.

Up-to-Date Marine Insurance.

Used by the leading exporting millers in the country and the **only insurance** endorsed by every foreign receiver.



Drawbacks. We collect drawbacks on Jute Export Sacks for our customers in the promptest manner and at a greater economy than can be secured through any bag house or drawback or custom-house brokers.

Fire Insurance. Exceptional facilities for the prompt insuring of flour or other merchandise, while stored at terminals or elsewhere.

Chas. E. & W. F. Peck,

58 William Street, NEW YORK.

1115 and 1116 Royal Ins. Bldg., CHICAGO, ILLS.

1107 Williamson Bldg., CLEVELAND, O.

HINTS ON EXPORTING

A FEW SUGGESTIONS FOR
THE GUIDANCE OF MIL-
LERS WHO ARE BEGINNERS
IN THE EXPORT TRADE

Revised and Edited by
KINGSLAND SMITH



SIXTH EDITION

MINNEAPOLIS
THE NORTHWESTERN MILLER
1902

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1902



CONTENTS.

Banking	28	In Conclusion	33
Bills of Exchange	25	Insurance Certificate	26
C. I. F.	14	Invoice	24
Codes and Cabling	10	Line Agents	9
Computation in English		Loading Cars	21
Money	15	Markets	7
Confirming Rate	19	Payment of Loss	27
Confirmation of Cables	18	Preface	4
Consigning Flour	29	Remarks	32
Contracting Freight	18	Sacks	12
Delays in Transit	32	The Brand	20
Delivered Terms	15	The First Shipment	11
Drawback on Sacks	13	The First Step	5
Flour Samples	8	The Shipping Bill	23
Hypothecation Papers	25	Through Bills of Lading	24
Illustration of Cabling	16	Visiting Foreign Markets	29

APPENDIX.

Continental Wheat Quotations	57
Equivalent of Sacks in Barrel Quantities	56
Flour Price Equivalents	48
Flour Tables	58-60
Freight Rate Table	49-52
Gold Equivalent of Sterling Freight Rates	54
Ocean Rate	55
Rates of Freight per Bushel	53-54
Value of Foreign Money	47
Weights and Measures	46



PREFACE TO SIXTH EDITION.

It has been apparent to all who are familiar with the flour trade, that for several years past the volume of direct flour shipments from this country has been, in a measure, limited by the lack of information on the part of many of our millers as to the ways and methods of carrying on an export flour trade. It is a fact that many millers who are making excellent flour in a modest way, and who really need an outlet for their product, are kept out of foreign markets by a lack of knowledge of the primary details of the business. With an abundant crop of excellent wheat, it is to be expected that many millers who have hitherto found a market nearer home for their flour will be desirous of extending their trade so as to be able to export when necessity demands it. For the benefit of such, this pamphlet is especially intended.

Previous editions have met with the appreciation of the trade, and Hints on Exporting has proved to be convenient and useful. In response to an increased demand, this sixth edition is issued. It has been edited and revised by Mr. Kingsland Smith, and many valuable features and convenient tables have been added, so that it is hoped that Hints on Exporting may be of service to millers of experience in exporting as well as to beginners.



HINTS ON EXPORTING.

THE FIRST STEP.

The first step is to form a connection with a firm on the other side of the Atlantic which will treat you fairly and take no undue advantages. There are all sorts of firms and individuals in the flour trade in the old country, and one will find about the same percentage of tricky and irresponsible dealers there as on this side, as many of our millers have discovered, to their sorrow.

There are many ways of forming this connection. Sometimes you will meet the buyer by chance, or will make his acquaintance through your advertisement in the Northwestern Miller, for it is presumed that all intelligent millers of the present age who desire to cultivate an extension of their trade, either foreign or domestic, are represented in these columns. It is customary for many of the flour importers on the other side to send a representative to this country once a year to solicit business and look over the trade. As a rule, however, these gentlemen visit only the large milling centers, unless correspondence has already taken place, in which event they make it a point to visit the miller, even if somewhat out of their way. This acquaint-

ance will almost invariably prove valuable to the miller, and the more of such calls he receives, the wider will be his knowledge of the foreign trade and general condition of the world's markets.

The leading flour factors of Great Britain and the continent are in the habit of carrying a card in the columns of the *Northwestern Miller*, which is regarded as the sole recognized medium of public communication between the American miller and the foreign buyer. Those factors advertising in the *Northwestern Miller* are responsible and reliable firms, as it is a rule of this journal to admit no others.

Since November, 1894, thanks to the enterprise of the *Northwestern Miller*, there has been provided for American millers quite a new and valuable means of opening up export connections. The *Miller* then raised its London agency to a permanent branch, with an experienced American miller in charge. The London branch of the *Miller* is in close touch with the foreign flour importers, most of whom are personally known to its London manager, who is thus able to inform millers just what dealers will be most likely to do well with their particular kind of flour. Some dealers have an outlet for one kind of flour, and some for another, while some dealers have all the connections they feel they can do justice to among the millers, and others are open to take on more connections.

There are various ways of doing business in Europe, as in America. We will say nothing about the tricky and unreliable dealers, but, even among the good ones, there are some who prefer to buy mill brands, some who will only buy under their own brands, some who will not handle the flour of a mill unless they can have the exclusive agency for the mill within a prescribed territory, and then there are other importers who buy under the private brands of their customers. We may add that there are some dealers who can only take a limited quantity of flour, but can pay a relatively high price for it, while others buy large lines, but must buy

cheap in order to place the flour. Again, some dealers buy on their own account, and others act only as agents, either financing the transaction themselves, or letting the miller draw direct on the buyer. Thus it will be seen that only one who is on the spot and is thoroughly posted as to the different features of the trade, can tell what dealers are most likely to work a satisfactory trade for a particular flour.

To enable the London manager of the Northwestern Miller to advise intelligently, it is desirable for millers to give full information as to their situation for exporting, embracing the following particulars. How much flour it is expected to export annually, and of what grades; is the trade likely to be steady and continuous, or occasional only; has the mill any export connections already, and, if so, where; and under what brands do they handle the flour, and what territory has been assigned them. The importance of the last query will be understood from the fact that certain territory—as, for instance, the north of Ireland—is commonly worked from Liverpool and Glasgow. Naturally, the dealer in Liverpool, who is working a certain brand in Ireland, does not want to have a Glasgow merchant offering the same brand in the same markets, and vice versa.

So great has been the demand on the time of the manager of the London office since the establishment of the branch, that it has been found necessary to limit this service to firms that advertise in the Northwestern Miller. They are entitled to the services of its London branch, to the fullest extent.

MARKETS.

It is well to know which is the best foreign market for your particular kind of flour. Glasgow is a good market for hard spring wheat flours, and also winter wheat flour of high grade. Liverpool is also a good market for high-grade winter and spring wheat flours. London affords an

outlet for almost any kind of flour, though it is specially suited for good spring wheat or Kansas hard wheat flour, and Amsterdam, Holland, is a good market for clear flours and low-grades. From among these, select your point and correspond with your selection of houses, with a view of establishing business.

FLOUR SAMPLES.

Naturally, the first request you will receive is for a sample of your flour—or you may send a good-sized mail sample at the same time you dispatch your letter of inquiry, requesting a statement as to its probable value in the market you are seeking to enter, of which you can get a fair idea from the quotations in the Northwestern Miller.

Flour samples must now be sent according to the regulations governing the transmission of “dry powders.” These conditions were made by the universal postal convention of Vienna, which governs the exchange of mails between all the countries embraced in the postal union. According to this ruling, the limit of size of sample packages is made twelve by eight by four inches. The limit of weight is twelve ounces to France, Great Britain, Belgium, Switzerland, Argentine Republic and Italy, and eight and three-fourths ounces to all other countries. The government regulation requires that the samples must be placed in “outside bags of linen or parchment.” Millers who send samples of flour by mail must comply with this regulation or have their packages returned as not transmissible.

For the convenience of exporting millers, a special bag has been made, which complies in every respect with the regulations of the postal department. These can be obtained from the Northwestern Miller, at the uniform price of \$5 per hundred.

The most experienced export millers usually desire to send larger samples than those admitted to the mail, in which case they send by express, prepaying charges, of course. This gives the buyer several pounds with which to

experiment, and is unquestionably more satisfactory to him. The expense, however, is considerably greater, and hence this method is seldom used until the preliminary arrangements have been made and there exists more than a problematical market for the flour.

LINE AGENTS.

As soon as you have made up your mind to engage in the export trade, write to the line agents at the nearest railroad terminal to your place of business; for instance, Minneapolis, Chicago, Kansas City, St. Louis, Cincinnati, Pittsburgh, Buffalo, something about as follows:

Agent.....Line,

.....

Dear Sir: We are about to begin an export business, and would thank you to put our name on your list and send us postal notifications of changes in foreign freight rates, with a view to business with your line, and oblige,

Yours, etc.,

(Signed).....

These requests should be sent to five or six line agents.

Millers in the Northwest can avail themselves in the summer time of lower rates via Duluth and Superior, and winter wheat millers can frequently get lower rates via Chicago, Toledo and Milwaukee, during season of lake navigation.

These line agents will give you THROUGH rates from the point at which they take the freight, to destination, including the ocean rate.

The shipper has nothing whatever to do with the ocean rates, as fast freight lines quote to destination.

If a miller is located at an interior point, all he has to do is to add his local freight, or transit rate, from his mill to where he takes the fast freight line, and he has his through rate from the mill to destination.

By the time a reply is received from the foreign firm con-

cerning the sample of flour, the miller should be in receipt of replies and quotations from all the fast freight men to whom he has written.

CODES AND CABLING.

All c. i. f. business is done by cable, and it is often necessary to cable in regard to consignments, so, as it costs from twenty-five to forty cents per word to cable, and every word is charged for—even the address and signature—it is necessary to have a cable code, by which a message can be transmitted in few words and a reversible cable address, by which the signature can be dispensed with.

A reversible cable address is a word mutually agreed upon between a miller and his customer, and is often made up of parts of two names. Thus, the reversible cable address used by the Northwestern Miller with its London representative is "Palmking," from Palmer and Kingsland. A word having been agreed upon, request every telegraph company in your town to register the word as a reversible cable address between yourself and your foreign correspondent, giving his full address. If the word you have selected is already in use by other parties, then request the cable company to supply you with a word. Suppose the word you register is "Rollermill;" then you address your cables simply "Rollermill, London," for instance, and your London correspondent addresses his cables, "Rollermill, St. Paul," and, as you have only arranged with one correspondent in London to use this address, although the cable is not signed, you will know that it is from him. Where millers have several correspondents in a place, they often have many different cable addresses registered. The telegraph companies make no charge for registering a cable address. It is customary for millers doing an export business to have one general cable address, which can be used until a special cable address is registered. A general cable address should be printed on your letter paper.

Apropos of letter paper a word of caution may be given

as to postage. Be careful to allow five cents postage for each half ounce. It is very annoying for the importer to be called on to pay six cents deficiency postage on a letter sent off with a two cent stamp, or ten cents on a letter containing advertising matter. Unfortunately this is a daily occurrence.

As for cable codes, though there are several it is well to get a code that is in common use. The Riverside code is now used almost exclusively between American millers and foreign flour buyers. It can be had for \$3 per copy—with discounts for quantities—from the Northwestern Miller's office in Minneapolis or London. If much cabling is to be done, a better way is to get a dozen codes and send one to each of your correspondents, keeping a duplicate to use with each, so that brands and special phrases can be entered from time to time without chance of error. Too great care cannot be exercised in cabling. Never economize by leaving out a word that would make the meaning plainer. Confirm promptly by letter all cables sent and received. Have all entries in the code book confirmed by your correspondents. In some markets the expression "December-January" shipment, etc., is construed to mean shipment one-half in December and one-half in January, so it is safer to accept this as the meaning of such expressions and to use the word meaning "shipment within 60 days," when the miller desires the option of shipping any time within two months. There are several editions of the Riverside code, but the 1901 edition is the one in most general use, and for this reason it is desirable to get the 1901 edition.

THE FIRST SHIPMENT.

Probably the London and Glasgow markets are as good as any for a starter, and it is usually customary to send a trial shipment of all different grades made, to be handled as a consignment. This shipment may be of any size, from a single mixed carload up to a carload of each grade. The standard bag for the London and Glasgow market is the

140-lb one. It is customary in British markets to call the 280-lb package a "sack," while the 140-lb package is called a "bag." Prices are always quoted per 280 lbs, whatever sized package the flour is shipped in. On the Continent prices are made per 100 kilos (220½ lbs), and flour is shipped in bags of 50 kilos.

After this trial shipment has been made, and the quality and value of the flour fixed in the mind of the buyer, you are ready to make or receive an offer.

SACKS.

Do not use a cheap, inferior bag for export shipment. It is always advisable to use a good quality. Buy as closely as you please, but do not start your flour on its long journey in a poorly-made or light-weight bag.

Poor sacks are a poor advertisement for any mill. Get the best export sacks you can buy, sew them doubly across the top and tie good-sized ears on the bags.

Put full weight in the sacks. They may increase in weight in transit by absorption of the moisture, but it will not pay to take the chances. Buyers abroad know about the absorption business, as well as we.

Speaking of sacks, the Northwestern Miller says:

"We would seriously recommend, as a part of every merchant miller's education, that he visit personally some of the large docks and warehouses in the east, and also abroad, and there see for himself the condition of his flour. A tour of this sort would open the eyes of some, even among the largest flour producers of this country, who are inclined to think that their flour, being the finest in the world, of course, should be so acknowledged by every buyer. If they could note the jaded, dirty, travel-stained, bedraggled, torn, wretched-looking packages bearing the brands to which they are so fondly attached, and then imagine the condition these must be in by the time they finally reach the consumer, they would blush for the trivial saving accomplished by using a flimsy sack instead of a good one, and would be so

impatient to reform their slatternly methods of packing and shipping that the telegraph would be called into requisition in order to behead the slovenly employee who was responsible.

"The use of poor sacks, whether of jute or of cotton, is extremely bad economy. First-class sacks cost but little more than flimsy ones, and the increased satisfaction in their use extends all along the line, and, in the long run, will amply repay the slight additional expense. Indeed, really first-class millers who know something about human nature, as well as about flour making, and are astute enough to look beyond their mill doors, have long since abandoned the use of cheap bags, and buy the best they can find, for this is a case where the best is indeed the cheapest. By using a superior grade of sack and exercising proper care in loading and shipping, flour can be delivered to buyers in practically as good condition as it was when it left the mill, and the miller who insists on this being done adds more to the value of his brands and the welcome of his flour than can be accomplished by many thousands of lithographed monstrosities, telling, in strong language and stronger colors, how great is his mill and how pre-eminently superior is the output thereof."

The sacks should weigh 280 lbs, gross, full weight, and the bags 140 lbs.

DRAWBACK ON SACKS.

A duty is imposed on jute, but exporters of sacks made from this material are allowed a rebate or drawback. As flour is usually shipped abroad in jute sacks, the exporting miller is entitled to this rebate; in order to obtain it he must comply with the government's regulations. On April 28th, 1899, the treasury department issued the following instructions:

The provisions of article 777 (p. 340) of the Customs Regulations of 1802, that "bags entered for exportation with benefit of drawback must be plainly marked with

words, 'For drawback'," is hereby supplemented as follows: Such marking must be made with indelible ink upon the side of the bag, exhibiting the brand in letters not less than two inches in height and of proportionate width. The foregoing regulation to apply to bags manufactured after July 1, 1899. Bags manufactured prior to July 1, 1899, are admissible under the old regulations, if marked with the words "For drawback," in indelible ink, but if not so marked they must be re-marked plainly with the words, "For drawback," in indelible ink, and preliminary entries hereafter made for such bags must state that they were manufactured prior to July, 1899. Department circular No. 47, of March 25, 1899 (Synopsis 20,906), is hereby superseded.

O. L. SPAULDING, Acting Secretary.

It will thus be seen that the bags must be marked "For Drawback" in accordance with the foregoing instructions. The exporter should get from the initial railroad the duplicate bill of lading, as elsewhere described. This can be turned over to the house from which the bags were bought, which will make the collection from the government and credit the miller with the proceeds.

Our treasury department has shown a strong desire to discourage the collection of drawbacks and in order to do so has insisted upon as much "red tape" as possible. It is well, therefore, to comply strictly with regulations. As these change with the whims of the department it is necessary to keep posted on the government's requirements; this can be done through your bag house.

C. I. F.

Flour sales are now almost universally made on c. i. f. terms. These letters, which so often appear in the market records, mean cost, insurance and freight. That is to say, you are expected to make a price on the flour delivered at the foreign port, and the only charges which you are to deduct from your invoice are the freight charges and the

commission agreed upon, which is usually 2 per cent on the gross amount of the invoice.

The 2 per cent commission is used in our example, as that is the general commission allowed on all c. i. f. business. Some houses demand $2\frac{1}{2}$ per cent, while others will accept $1\frac{1}{2}$ per cent, but, in all cases, unless "net c. i. f" terms are quoted, a commission should be deducted.

Occasionally, a foreign buyer prefers to receive quotations net, with no commission included, and, in such cases, a notation should be made in the code book to this effect.

On c. i. f. sales made for prompt shipment, it is understood that the miller has fourteen days in which to make shipment; that is, the flour must be shipped from the mill in fourteen days from time of sale.

It is understood that firm orders by cable are open for reply within twenty-four hours, except in the case of Sundays or holidays, which do not count. The English holidays are different from the American holidays, and are as follows: Good Friday, Easter Monday, Whit Monday, First Monday in August, December 25th and 26th.

DELIVERED TERMS.

C.I. F. must not be confounded with "Delivered Terms," for this expression conveys an increased value to the flour, as unloading, dock charges and delivery are understood when "delivered terms" are used. The difference is about nine pence—18 cents—per 280 lbs.

COMPUTATION IN ENGLISH MONEY.

To arrive at the value of flour in American money, when offers are received, multiply the price per 280 lbs, always in shillings, by twenty-four cents, the value of a shilling, and then take seven-tenths of the amount, which gives you the value per 196 lbs.

Then deduct the 2 per cent commission, the freight charges, insurance premium and the cost of sacks, and the balance represents, approximately, the value at the mill.

To get the exact figure, the rate of exchange must be taken into account. This is published each week in the North-western Miller. If the rate for sixty-days' exchange is quoted at \$4.86 per pound sterling, a shilling, being one-twentieth of a pound, is worth 24 3-10c, and can be figured accordingly. It will be found a convenience to use the tables on page 58 in computing values of flour in foreign money. These tables are all figured on the basis of \$4.80 to the pound, so, to get the exact figure, it will only be necessary to add the premium or subtract the discount, according as the pound is worth more or less than \$4.80.

The standard weight of flour, on which prices are based, varies in the different foreign countries. As above stated, in England, Scotland and Ireland it is 280 lbs, and the price is in shillings. In Germany, the standard weight of a sack of flour is 100 kilos—220½ lbs. English—and the price is figured in marks and pfennigs. In Holland and Belgium the standard weight is also 100 kilos, but in Holland values are figured in guilders and centimes, and in Belgium they are figured in francs and centimes. An explanation of foreign coins will be found in the table on page 47, and it will be noticed that the table of flour values, on page 58, gives the equivalent values of flour per 280 lbs in sterling, and per 220½ lbs in francs.

To convert the price per bbl of 196 lbs into the equivalent per 280 lbs divide the price per bbl by 14 and multiply by 20 or divide by 7 and multiply by 10. Both the bbl of 196 lbs and the sack of 280 lbs are based on the old English weight of 14 lbs called a stone, the bbl being 14 stone and the sack 20 stone. Bearing this in mind it is easy to calculate prices from one weight to the other.

ILLUSTRATION.

To illustrate about how cables are passed in making a trade, we will assume that it has been previously arranged that you were to be addressed "Rollermill," St. Paul, and the buyer as "Cornhoist," London, and that your brand of

patent flour "Kenilworth" has been entered on pages 8 and 9 of the Riverside code. On, let us say, October 8th, you receive a message from your London correspondent, reading as follows:

LONDON, Oct. 8th, 1896.

Rollermill

St. Paul

Abode

Turning to your code, you will find that "Abode" means "Have inquiry make firm offer Kenilworth." Having conferred with the agents of the fast freight lines, who are posted as to the ruling ocean rates, you find the lowest rate obtainable from your mill to London to be 45 cents per 100 pounds. You then figure on the lowest price at which you care to sell your patent flour, and find that \$4.00 per barrel (196 pounds) in bulk, on cars at your mill, is as low as you care to go. You accordingly figure the cost, delivered at London, as follows:

280 pounds flour, at \$4.00 per 196 lbs ($\$4.00 \times 10 \div 7 = \5.71).....	\$5.71
Cost of sacks .....	.17
Freight, at 45 cents per 100 lbs	1.26
Commission, 2 per cent. (on delivered price), about.....	.14
Insurance on \$8.00, at 50 cents.....	.04

Total cost 280 lbs delivered in London..... \$7.32

Or, reduced to English money, 30 shillings, 6 pence per 280 pounds. You have, at the same time, determined that you can offer 500 bags, but will require all of the month of October to grind this quantity. You turn to your code and find that the word "Acquitting" represents an offer of five hundred 140-lb bags patent flour, at 30 shillings 6 pence per 280 pounds, c. i. f. London, and that the word "Santificar" means all October shipment from the mill. Your reply will read as follows:

ST. PAUL, Oct. 8th, 1896.

Cornhoist

London

Acquitting Santificar

CONFIRMATION OF CABLES.

Every cable message sent and received should be confirmed promptly by mail. It is customary to have regular forms printed for this purpose. In default of a regular printed form, confirm your cable as follows (assuming that you receive a cable acceptance next day):

Messrs. Brown, Jones & Co.
London.

We beg to confirm exchange of cables with you as under.

Received.	Sent.	Code Word.	Reading.
Oct. 8th.		Abode	Have inquiry make firm offer Kenilworth.
	Oct. 8th.	Acquitting	Offer 500 140-lb bags patent at 30s 6d.
		Santificar	All October shipment from mill.
Oct. 9th.		Seriously	We accept your offer.

In accordance with the above, we take pleasure in entering your order for 500 bags of patent flour, brand "Kenilworth," at 30s 6d, c. i. f. London, for October shipment from mill.

Yours truly,

THE ST. PAUL, ROLLER MILL CO.

CONTRACTING FREIGHT.

Formerly the average flour shipper from the interior knew little and cared less about ocean lines or how his flour went abroad. Owing to the apathy of shippers great abuses arose. For instance the fast freight lines sometimes issued through bills of lading for flour without having engaged any ocean freight. Then they withheld the flour for a favorable opportunity of contracting ocean freight. This often caused delays and damage most prejudicial to trade.

Now the tendency is for millers and steamship lines to come into closer touch. For example the Atlantic Transport line has opened an office in Minneapolis where shippers can get information as to freights and sailings. Most of the leading steamship lines have offices in Chicago while many of them have their own representatives in such centers as St. Louis and Kansas City.

While the small shipper at an interior point will perhaps do as well to rely wholly on the line agents, we advise mill-

ers wherever practicable to get into direct communication with the steamship companies. Thus millers can have their freight engagements confirmed and can learn when and by what steamers their flour goes forward. It frequently happens that importers are unable to get any track of flour for which they have paid and millers can aid them greatly by following up their shipments as suggested.

It is, as a rule, advisable to contract the freight as soon as a sale is made, since ocean rates fluctuate greatly, and it is not wise to speculate on what they will be a week hence. In making a contract for transporting flour across the ocean, it is well to bear in mind that the best is always the cheapest. Do not patronize tramp steamers, which are put on a route for a few months, and which are liable to be taken off at any time, and leave your flour lying on the wharf, where it will, possibly, remain for several weeks, and finally be transferred to another port for shipment. So far as possible, ship by first-class lines, having regular sailings, and then follow your shipments by tracer, and make an honest effort to have them reach their destination with the least possible delay. Millers can depend on getting good service from the ocean lines advertised in the *Northwestern Miller*, as these lines make a specialty of flour and give it every attention. Hence it is in the interest of millers to patronize these lines whenever possible.

CONFIRMING RATE.

Foreign freight rates are usually quoted "subject to confirmation." Hence no rate should be used as final until confirmed by the line agent who quoted it. After making your sale, wire your acceptance of the rate to the fast freight agent, to whom you wish to give the business, stating quantity, time of shipment and destination. Ocean freights can be contracted for either prompt or forward shipment. On receipt of such notice, the agent will engage the ocean room and notify you promptly of the freight engagement when made. From the date of receiving as-

surance that the room is secured by the agent, the miller has fourteen days in which to ship flour booked for "prompt shipment." Some millers take the precaution to have the steamship company confirm the freight engagement and in cases of large quantities or guaranteed sea-board shipment this is very advisable.

THE BRAND.

The brand may be either printed or stenciled on the sacks. The cost is about the same in both cases. When the brand is printed on the sacks by the bag makers, the result is a neater and better-looking package, and the brand is not so easily defaced as when put on with a stencil. There is this to be said, however, in favor of putting the brand on with a stencil: you can brand the sacks as you need them; consequently, can carry a smaller stock, and, at the same time, be always ready to fill an order for any desired brand without having to wait for the bags to be printed and shipped to you. The English laws now require that all flour received in that country must have the name of the country in which the flour is made plainly marked on each and every package. We give on page 35 a cut showing about how flour should be branded.

Two colors are ordinarily used, a very good combination being to use black for the body brand and red or blue for the center-piece. Use none but the best paint, and see that the stenciling is neatly and thoroughly done.

It is advisable to have your brands registered as a trademark in Great Britain. The expense is not very great—about \$25, including the services of an English patent attorney and the expense of drawings, if the brand is not too complicated. Before a trademark is issued in England a search is made to see that no prior trademark conflicts with it. Sometimes a question arises as to whom a brand belongs. In such cases, the trademark is *prima facie* evidence. Millers who are advertisers in the Northwestern Miller wishing to have their brands registered can have

the matter attended to by addressing the London branch of the Northwestern Miller. To regular advertisers in the paper, no charges will be made for the services of the London office in the matter, the only expense being the government fee and the attorney's bill for preparing papers and drawings. This had best be done in advance or you may find that your brand is in prior use or is otherwise unsuitable for registration. Under British law names of places or for registration. Under British law names of places or words expressing quality are not eligible for registration. Try to make an original word or novel combination of letters.

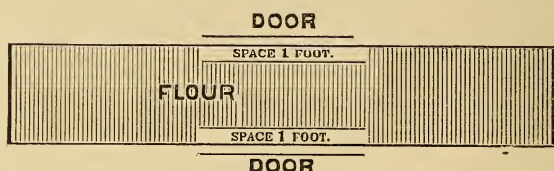
LOADING CARS.

In loading cars, divide your order so that each car will contain either two hundred or two hundred and fifty of the 140-lb bags. The line agent with whom you have contracted your ocean freight will give you directions how the cars are to be routed. As soon as you have a carload ready, it can be loaded and started forward.

Here are some rules for loading cars which should be observed by millers in shipping flour, both foreign and domestic. They were drawn up by Messrs. C. E. & W. F. Peck, the insurance agents:

1. Railroads claim they are not responsible for condition of cars when delivered to shippers' sidings.
2. Shippers should carefully examine every car, and reject all those not in good condition. They should be tight, free from bad odors, and fit to receive goods.
3. Cars should be thoroughly cleaned before goods are loaded.
4. In shipping flour, see that all nails sticking out are knocked off.
5. Cars should never be loaded with flour unless they are papered or covered with old bagging on the sides and ends. (Newspapers pasted on will do.) The floor should be covered with screenings or papered like the rest.

6. The proper way to load flour is shown in the cut.



Leave a space opposite each door one foot wide all the way up.

7. If cars are loaded in this way, doors need not be papered; otherwise they should be.

8. When flour is loaded directly on board the boats from the mill warehouses, insist upon dunnage boards being put on decks before flour is piled.

9. We are continually working with transportation companies who will use hooks. We expect no miller will use them.

The hints given above should be shown to the man in charge of loading and shipping. If he will not heed them after being requested to do so, another should be added from the office, to the effect that his resignation will not be regarded as an unmixed evil, and this final hint should be promptly followed up by the appointment of his successor. Men who know it all, and who will not alter their antiquated ways of handling flour so as to accord with the present transportation conditions and requirements, should not be tolerated in a mill any longer than is necessary to find others to take their places. It is strange that millers will invest thousands of dollars in a plant for the especial purpose of making flour in which they have a just pride; will employ the most expert operators and spend money freely to make such a flour, and then, having produced what they desire, will allow careless loading and packing to partially, and sometimes wholly, destroy the effect of their entire work.

It makes no difference how much effort has been exert-

ed to produce a first-class article, if it is allowed to go forth on its long journey to market in a leaky, dirty, foul-smelling car, or is improperly loaded. Nine times out of ten, it arrives at its destination in bad condition, and, although it may be intact and the buyer may not make a claim for damage, still, the flour, no matter how intrinsically good it may be, makes a distinctly bad impression, which works to the disadvantage of the miller, through jobber to retailer, and from retailer to consumer, and ultimately affects its value. Many an excellent brand has been "hoodooed" effectually by the carelessness of a slouchy employee to whom had been intrusted the duty of seeing it properly loaded and shipped. The suggestions we quote were made especially with reference to export shipments, but they are equally valuable in shipping to nearer markets, and, no matter how small a mill may be, its owner will do well to see that these details are properly attended to. The man whose duty it is to see the last of the flour which the mill has been at such pains and expense to produce, should take as much pride in conscientiously starting it off in first-class condition, as does the miller in manufacturing it. If he does not take interest and pride in the proper discharge of his duty, although it is literally the last thing about the mill, he is not the man for the position.

THE SHIPPING BILL.

The shipping bill will be made out on the same blanks used for your ordinary local or New England shipments, and will be signed by your railroad station agent. These receipts should be made out substantially as shown on page 36. You will notice that this flour is shipped to your own order, "notify" the firm it is sold to. This is done to make a correct bill of exchange against it, for if it was not to shipper's order, consignee could obtain possession of flour without paying draft. In doing an export business, always ship goods to your own order, and endorse the bill of lading. Even when consigning, do this.

THROUGH BILLS OF LADING.

The original of the railroad receipt is now sent to the agent who quoted you the rate, with instructions to issue shipper a bill of lading; also to insure, if you have not made other arrangements for insurance. Any number of carloads may be covered by a through bill. In filling large orders, it is customary to have a through bill issued to cover five carloads. This is regulated, in a measure, by the state of the miller's finances. If funds are needed, at any time, you can have a bill of lading issued to cover as many receipts as you may have, from one upward.

When the documents are returned from the line agent, shipper will find three bills of lading, one tissue copy of them, and insurance certificate in duplicate. One of the bills of lading is to be endorsed and sent to your sack house for collection of rebate. This *copy* will be marked "*Copy, not negotiable*, for custom house purposes only. No other custom house copy has been issued." Separate this from the others. The two copies left are original and duplicate. Each of these, shipper endorses in blank; that is, signs his firm name across the back, without specifying to whom to deliver the flour. The insurance certificates are signed in the same way.

The cut given on page 38 is a fac-simile of the bill of lading used by one of the fast freight lines, and fairly represents this much-abused document, of which so much has been said and written. After receiving the bill of lading, it should be carefully looked over, to see that no clerical errors have been made, and that the rate named corresponds with the contract.

INVOICE.

The next document in order is the invoice for the flour covered by the bill of lading. Two of these should be made. This document, as well as all others connected with the shipment, should be of even date with the bill of lading. It is usually made out as illustrated on page 37.

HYPOTHECATION PAPERS.

The hypothecation papers, which are attached, are both a safeguard to the shipper, and a protection to the banks, in case the bill of exchange is not paid at maturity by the party on whom it is drawn. They are contracts between the consignor and the bank to which the bill of exchange is sold, giving the last holders of the document the right to sell the flour and apply the proceeds towards paying the draft, and stating that the deficit, if any, is to be made good by the consignors of the flour. They also instruct the bank when to deliver the bill of lading, viz., on payment of the draft, thus protecting the shipper. The form shown on page 44 is the one in general use.

In Great Britain and Holland the banks never surrender the bill of lading, which means possession of the flour, until the draft is paid or guaranteed, by what is called a "bankers' guarantee," equivalent to payment. In Belgium, and in some other continental countries, the banks sometimes, unless distinctly instructed to the contrary, deliver bill of lading on the acceptance of draft merely. The hypothecation paper provides against such surrender of property, but occasionally American bankers, not being provided with hypothecation blanks for the accommodation of their customers, waive their use, and handle the documents with the draft alone. In transactions with Great Britain and Holland, this is safe, perhaps, but in dealing with other countries it involves risk. In case the hypothecation paper is dispensed with, it is, therefore, necessary that draft should contain this clause, prominently printed or written on its face: "Documents to be delivered only upon cash payment of draft." Neglect of this precaution has, in some cases, cost the miller severe loss.

BILLS OF EXCHANGE.

The bills of exchange, or drafts, two of which are used for each shipment, are known as first and second of exchange, and are payable sixty days after sight. All values

should be specified in the money of the country to which the shipment goes, and not in dollars and cents. The cut on page 42 fully illustrates this simple document.

Some importers desire this notation on drafts: "Against — line, through bill of lading, No. —, dated —, for — sacks of flour, branded —, value received." This is to protect the acceptor of the draft against the bank, so that when a bill is paid the documents will be delivered. Otherwise, the banker might hypothecate the documents and the consignee be held on his acceptance, whether he obtained the documents or not. Some mills have this notation printed on their drafts.

INSURANCE CERTIFICATE.

The last, but by no means the least, important of the documents, are the insurance certificates. There are many companies in the field who make a specialty of writing marine insurance. Insurance can always be effected by the line agent whose rate you accept; he will send you the certificate, and you will get the bill for premium at the end of the month from the agency or firm issuing the certificate. It is always best to insure for about 10 per cent over the value of the flour at destination. In the event of loss, complications are not so liable to ensue if insurance is ample, and the flour contracts of some markets require 10 per cent excess insurance.

In case you prefer to get your insurance without the assistance of the line agent, the insurance companies will furnish a book of certificates which take the place of a policy. This certificate, as is indicated by the illustration given on page 40, should be filled out, showing the amount of insurance, the number and brand of sacks, number of bill of lading, and the route and name of steamship line by which the flour is to be forwarded. A tissue copy is then made of both original and duplicate certificate, which must be mailed promptly to the agents of the insurance company.

By reference to the advertising columns of the North-

western Miller, you will find the addresses of competent and reliable insurance agents. The clause now most generally used is the "all risks clause," by which the insurance company agrees to pay any damage, however small. Formerly, it was customary to have the \$75 clause, by which the insurance company agreed to pay any loss exceeding \$75 on one shipment. If the loss was less than \$75, the shipper had to bear it. Millers should insist upon having insurance bearing the "all-risks clause." It is an advance over all other forms of insurance, and is in use by the leading export millers of the country.

PAYMENT OF LOSS.

From a circular issued by Messrs. C. E. & W. F. Peck, we quote the following, which is of value to those who carry insurance policies on their flour :

To insure the prompt payment of domestic claims, the insurance companies need the following papers :

1. Invoice or extract or copy, showing value of goods when shipped.
2. One of the original bills of lading.
3. Paid expense bill.
4. Sworn bill of loss by consignee, showing :
 - a. Sound value at destination.
 - b. Proceeds.
 - c. Number of packages damaged.
 - d. Nature and extent of damage.

[This should be corroborated by the agent of the transportation company delivering goods to consignee, wherever possible.]

5. Copy of protest (whenever entered).
6. Memorandum of how goods are signed for by the transportation company or individual receiving goods from steamer line.

We respectfully suggest that our friends do not present claims under the all-risks flour clause until attempts to recover from carriers have been exhausted. When presented,

would ask you to kindly see that the foregoing requirements are substantially complied with. This will, in the end, save trouble and correspondence, and enable us to present your case in a better way to the insurance company.

All domestic shipments should be insured for a sum equal to the value of goods at point of destination, in order to insure payment in full of claim, if otherwise correct.

BANKING.

We are now ready for the bank: Take hypothecation paper, one bill of lading, one certificate of insurance, one draft; pin these together—they form the originals. Then take remaining hypothecation paper, bill of lading, certificate of insurance, and draft, and pin these together. Fold them up so as to fit nicely into the bank deposit book, and take them to the bank for credit to your account. Not for collection, because the attachment of documents to your draft has made it a bill of exchange. The following course is recommended to country shippers.

Even if your banker has never handled foreign exchange, insist upon its being placed to your credit, and direct him to send all papers forward to his eastern correspondent for sale, and to report proceeds. The credit to your account should be figured at \$4.80 per pound sterling, and when the banker gets his returns he should credit your account with whatever premium he receives, or charge it with discount. Sometimes exchange sells for a premium of two to six cents on the pound sterling; at times it is at a discount of one-half to one cent, according as the balance of trade is for or against the United States.

The miller should get his banker to endorse his draft before sending it east for sale.

The reason for making two sets of these papers is that, in event of one being lost or destroyed in the mails, the other would take its place. It is customary for the banks to mail these documents at least a day apart, in order that they may cross the ocean on different steamers.

The shipper then writes consignee of the shipment and drafts being made, inclosing invoice, and if he has a correct record of the transaction on his books he can enclose the yellow tissue copy of bill of lading. The transaction is now complete.

CONSIGNING FLOUR.

After you have made your first shipment, do not consign flour to anyone, under any circumstances. If you cannot make sales to arrive, do not let a single sack of flour leave your mill. The practice of consigning flour is a most pernicious one, and has proved the ruin of far too many American millers.

VISITING FOREIGN MARKETS.

It is desirable for millers who contemplate doing an export business to make a trip abroad for the purpose of making the personal acquaintance of the trade and of getting a more complete knowledge of details than can be obtained by correspondence.

Such a trip can be made to cover Great Britain and Holland in from two to three months, the expense being, according to accommodation on the steamers, from \$100 to \$250 for the passage over and back from New York. Expenses on the other side may be figured at \$5 to \$7.50 a day, according to the class of hotels and railway traveling selected. In England and Scotland, the third-class railway coaches are perfectly comfortable, particularly in summer, and the cost is about half the first-class rate. Those who wish to save trouble in the purchase of tickets may secure round-trip tickets to all principal points from either Thomas Cook & Son or Gaze & Co., both of which firms have offices in all principal cities.

Advertisers in the Northwestern Miller may have their mail from home sent to care of the Northwestern Miller's London office, whence it will be forwarded to such addresses as the traveler may designate from time to time. Cables or telegrams may likewise be sent to this address

viz., "care Millefiori, London." In Europe the address is charged for in telegrams, hence it is a saving to the sender of a telegram to use the registered telegraphic address of his correspondent. If desired, its advertisers will be furnished by the Northwestern Miller with the names of hotels at various European cities. Hotel coupons, good for hotel accommodation in the various foreign cities, may also be obtained of either Thomas Cook & Son or Gaze & Co. These coupons, being available in all countries, avoid the necessity of the traveler's taking much money with him. Intending travelers may, by writing the New York offices of either of the above firms, obtain complete estimates of the cost and time necessary for any projected trip.

Bristol and Hull may be visited from London and a journey of one night brings the traveler from London to Holland by the Queensboro'-Flushing or Harwich and Hook of Holland routes. In visiting the different markets, it is well to time the visit so as to be in a city on its market day, and in sending cables abroad it is well to send them so the importer will have them in hand on a market day. In London the market days are Mondays, Wednesdays and Fridays, Monday being the principal day. The Glasgow market days are the same as in London, except that in Glasgow Wednesday is the principal day. The Liverpool days are Tuesdays and Fridays. The other towns generally have one or two market days weekly.

Letters of introduction will be furnished by the Northwestern Miller to its advertising patrons, accrediting them to prominent firms in the various markets, and, if the traveler is going abroad for the first time, it will be well for him to go first to London and consult there with the representative of the Northwestern Miller as to routes, places to visit, firms to call on, etc.

For convenience in reaching London, the American line, landing at Southampton, is unexcelled. The steamers on this line are fast, and, being of very recent construction, they embody all the latest improvements for the comfort

and safety of passengers. The trip from New York to Southampton is made in about six and a half days, and the service is first-class throughout. Being an American line this naturally meets with the cordial support of the American traveler. Millers going by this line will do well to write to Samuel Bettle, general freight agent of the American line, 307 Walnut street, Philadelphia, who will see that the best possible accommodation is given them. If the miller can afford to spend longer time on the water, we recommend the Atlantic Transport line. The vessels of this line are first-class in every respect, but, being freighters, they take longer (9 to 10 days) to make the trip. They land you in London itself, the trip up the Thames being an enjoyable part of the journey. Offsetting the longer time are the advantages of great steadiness, rolling being almost entirely obviated by two extra keels, and the pitching is less than on faster steamers. The price is also much less than by the faster lines, \$80 to \$100 being the charge for the round trip. The writer of this has recently made a trip on the steamer Minnehaha of this line, and it was one of the most comfortable ocean trips he has ever made. In the summer months these steamers are frequently booked completely full several months in advance; hence it is advisable to engage passage well ahead, but from August to April there is not so much eastward travel.

Millers desiring to sail direct to Holland, will find excellent service via the Holland-America Line from New York to Rotterdam and Amsterdam. The new twin screw steamers of this line are from 8,000 to 12,500 tons and make the passage in nine and a half days. This is a favorite route with many of the Holland flour importers.

We can not advise our miller friends to make a trip to Great Britain in the winter months, as the damp, cold climate is very trying and much more uncomfortable than a far lower temperature at home. As English hotels, offices and railway carriages are all insufficiently heated, according to American standards, winter travel there is often decided-

ly uncomfortable for one who is not accustomed to it. Plenty of thick clothing and a warm traveling rug are indispensable for those making the trip in winter.

REMARKS.

Do not try any experiments on your export trade. Keep the standard of your flour up. Sales abroad are often made by sealing samples of lot sold, and these samples are sure to turn up when delivery is accomplished. Because your flour is going to distant lands, into the hands of unknown consumers, is a very excellent reason why you should be careful to have it leave your mill in every particular exactly as represented. The most successful exporters of flour are those who treat their customers with the utmost fairness, shipping exactly as per contract. Ship via regular lines and avoid tramp steamers. Never ship short weight, relying on the moisture of the ocean trip to bring your sacks up to standard. Regularity in quality is of the greatest possible importance. Do not ship one lot a little better than the average, thinking that it will counterbalance some inferiority on another occasion; on the contrary, it will only make trouble for you thereafter. Use strong bags, brand them neatly and plainly, ship promptly in accordance with contract, and use your utmost endeavor to get the flour to the seaboard and on ship as quickly as possible. Trace your shipments regularly.

DELAYS IN TRANSIT.

Delays in transit are doing more to hurt the export trade than anything else. These can be largely overcome by following up each shipment with a tracer. The foreign buyer must pay his draft in sixty days, whether the flour is in sight or not. It encourages him to further business when he sees the shipper interested in the delivery. Sometimes importers will pay an extra price for guaranteed shipment from seaboard within a fixed time and it is well to get from the transportation agents rates on shipments, both with and without guaranteed time of shipment, and to make offers

both ways. You should have it clearly understood with your customer, however, that failure to ship as per the agreement from seaboard does not entitle him to cancel the purchase, but simply entitles him to a payment of a penalty as you may agree upon. This agreement should be made beforehand. Some mills agree to pay a fixed sum, say 3 pence per week per sack of 280 lbs. for delay, and some pay the difference in market value between the time when the flour is shipped and when it should have been shipped. Your contract with the freight agent should be made to cover you in the payments you have to make to your customer, in case the shipment is delayed through fault of the railway or steamship company. Try to leave no possible cause of complaint on the part of the buyer, and endeavor to look at business from his point of view, as well as your own. Having done this, let no mistaken idea of "holding trade" induce you to grant concessions which are unjust. Having done your full duty by your customer, insist on similar treatment from him. If he refuses and shows a disposition to overreach you, claiming rebates on shipments on frivolous pretexts, or making unjust claims, close up your connection with him and have nothing to do with him. Seek another buyer. There are plenty of reputable, responsible and fair-minded men engaged in importing, and if you do your duty you will have no trouble in getting along with such.

IN CONCLUSION.

There is only one publication in the United States which is generally taken by the foreign flour buyers. This is the Northwestern Miller, numbering among its subscribers nearly all the flour men of London, Liverpool, Glasgow, Dundee, Leith, Dublin, Cork, Sligo, Belfast, Rotterdam, Antwerp, Amsterdam, Hamburg, Christiania and other cities importing American flour. These people pay an annual subscription of one pound to receive the paper, and there is no doubt that they read it very carefully. They are con-

stantly seeking new connections, and are looking out for opportunities to enter into trade relations with American millers. As the very first thing to be done in entering the export trade, it is advisable to advertise your mill and brands in the *Northwestern Miller*. This brings you directly before the trade as nothing else can. If you will state in your advertisement that you desire to export you will hear from foreign buyers at once. Then keep on advertising—you may want to make other connections, and by this means you are kept before the trade you are seeking all the time; besides this, your name and business are classed among those of the largest and most energetic millers of your country, and it gives you a standing and reputation in the eyes of the foreign buyers which you can attain by no other means. In addition to this, your mill is being constantly advertised to the domestic trade, as well, so that, whether you are temporarily in or out of the export trade, an advertisement in the *Northwestern Miller* is always desirable, and should by all means, be kept up, in both good and dull times, in seasons of scarcity and plenty. A reputation gained by judicious advertising in a legitimate journal sells more flour than any other possible agency. If you have any kind of a mill and desire, either now or at some future day, to sell your product outside of your own neighborhood, a liberal advertisement in the *Northwestern Miller* is an absolute necessity.

By keeping an advertisement in the *Northwestern Miller*, you are enabled to avail yourself, free of charge, of the services of its foreign representative, to secure information or assistance in placing your product abroad. The address of the foreign office is: *Northwestern Miller*, 5 Catherine Court, Seething Lane, London, E. C. Cables may be addressed Millefiori, London, and the Riverside code may be used.



PROPERLY BRANDED.

St. Paul, Minn., Octo 15 1896

..... R'y Co.
Car 2 No. 1857

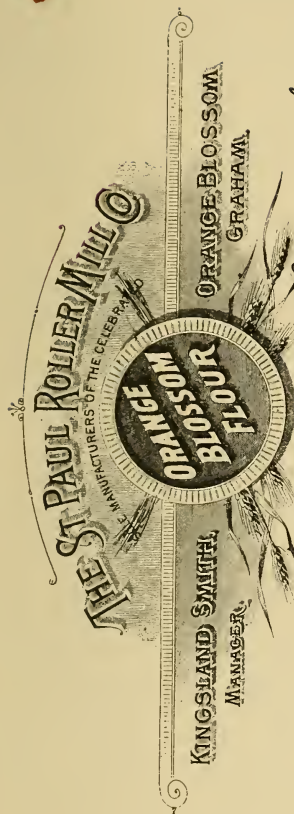
Received from **The St. Paul Roller Mill Co.**

The following packages of Flour to be forwarded subject to the Rules of Transportation printed on their regular Shipping Bills, said Rules being agreed to by THE ST. PAUL ROLLER MILL CO.

Forward to Order St Paul Roller Mill Co
Notify Brown Jones & Co
London Eng
Care — Live Chicago
and — New York

BBLs.	SACKS		BRAND	Weight
	Number	Weight		
	200	140	Kenilworth	28000

Jno Andersons
AGENT.
RAILWAY RECEIPT.



St Paul, Minn. Oct 15th 1896

Sold to Messrs Brown, Jones & Co
London England.

To 500 Half Sacks flour @ 30/4	£ 379-3-4
Less Commission 2%.	£ 7-11-8
" Freight 45 ^c per 100 lbs.	£ 65-12-6
	<u>£ 305-19-2</u>

-Brand Kenilworth -
Bill Lading # 813.

INVOICE.

OWNED AND OPERATED BY
Boston & Maine (W. N. & F. Div.); Providence & Worcester; Connecticut &
& Lake Champlain; Rome, Watertown & Ogdensburg; Philadelphia & Lake Shore & Michigan Southern; Indiana, Bloomington & W.
St. Louis & Kansas City; Chicago, Rock Island & Pacific;
Chicago, St. Paul, Minneapolis & Omaha; Detroit & N. I.

From St Paul, Minn
St Paul Roller Mill Co.

SHIPPED, in apparent good order, by Wm. T. Carter (condition, quantity, brand, contents and value unknown), weight subject to correction.

The property covered by this Bill of Lading is subject to all the conditions expressed in the customary forms of bills of lading in use by said Steamships.

M. C. C. Co. v. The London, Wg.

Through Rate 457 Gold per 100 lbs.

MARKS AND NUMBERS.

Gross Weight

Advance Charges, \$ Not by P. W. Jones & Co.

To be delivered in its due order and condition, to the part of London, Wyo.
unto St. Paul Cattle Ranch Co., or order
the rate of 50¢ - 50¢

American Gold, (General average payable according to York-Antwerp rules,) under the following terms and

Attention of Shippers is called to Act of Congress of 1951.

[illegible]

In Witness Whereof, The Agent signing on behalf of the said RED LINE TRAM affirmed to _____ Bill of Lading, all of this _____ day of _____ 19____
Dated in _____ this _____ day of _____

FOREIGN BILL

Contract No. 181

TRANSIT COMPANY,

THE FOLLOWING RAILROADS:

Liver; Houghton; Boston & Albany; Portland & Ogdensburg; Ogdensburg
Reading; Fall Brook Coal Company; New York Central & Hudson River;
Western (Ohio Div.); Wabash; Flint & Pere Marquette; Toledo.
Chicago, Milwaukee & St. Paul; Chicago & North Western;
St. James & N. W.; Toledo, Peoria & W. Va.

THE

to *London, Eng.*

the following property, marked or numbered as below (weight, measure, gauge, quality,

MERCHANDISE.

*Five hundred (500) sacks Flour, said to weigh
with seventy thousand pounds (71,000 lbs.).*

(or as near thereto as Ship may safely get, with liberty to call at any usual port of call),
or his or their assigns, upon payment in cash of freight due thereon, immediately on discharge of the property, at
cents, American gold, per 100 lbs. gross weight, and advanced charge
allowance for credit or discount, one pound Sterling being considered equal to four dollars and eighty cents (\$4.80)
conditions, viz.:

breakage of
of falling on
or damage to
or property
of delivery,
to the Bill
of Lading

for any loss or damage arising from the nature of
the goods, or of the insufficiency of packages, not for loss or damage; nor for the obsolescence, error, insufficiency or absence of marks, number
address of description; nor for loss or damage caused by the prolongation of the voyage.

IT IS ALSO MUTUALLY AGREED that the Carrier shall not be liable for gold, Silver, Bullion, Specie, Documents, Jewelry,
Pictures, Engravings, Pearls, Sticks of Silk, Silk, Furs, China, Porcelain, Watches, or Clocks, in any respect, or for goods of the
description whatever above for value of \$50 per cubic foot, and in no case is the Carrier to be liable beyond \$500 per package, unless bills of
lading are signed therefor, with the value therein expressed, and a special agreement is made.

II. ALSO, that Shippers shall be liable for any loss or damage to Ship or Cargo caused by inflammable, explosive or dangerous goods,
shipped without full disclosure of their nature, whether such Shipper be Principal or Agent, and such goods may be thrown overboard or
destroyed at any time without compensation.

III. ALSO, that the Parties shall have a lien on the goods for all freight, passage and charges, and also for dues or damages which the
Ship or Cargo may incur or suffer by reason of the movement or insufficient marking, numbering or addressing of packages or description of their
contents.

IV. ALSO, that in case the Ship shall be prevented from reaching her destination by Quarantine, the Carrier may discharge the goods (but
any Deposit or Lien, and such discharge shall be deemed a final delivery under this contract, and all the expenses thereby incurred on the goods shall
be a lien thereon.

V. ALSO, that the ship may commence discharge immediately on arrival and discharge continuously, the Collector of the Port being hereby
authorized to grant a general order for discharge immediately on arrival, and upon discharge the goods shall be at the risk of the Consignee, and
if not taken by him within such time as is provided by the regulations of the Port of Discharge, they may be stored by the Carrier at the expense
and risk of their owner, and the responsibility of the Steamship or Steamship Line for Merchandise to be carried at a through rate to a port
beyond the Port of the discharge shall terminate on the delivery of the goods or property to the port carrier.

VI. ALSO, that full freight is payable on damaged or damaged goods; but no freight is due on any increase in bulk or weight, caused by
the absorption of water during the voyage.

VII. ALSO, that in case of the goods at destination for freight and charges, the proceeds fall to cover said freight and charges, the Carrier
shall be entitled to recover the difference from the Shipper.

VIII. ALSO, in the event of claims for short delivery when the Ship reaches her destination, the price shall be the market price at the Port
of destination on the day of the Ship's entry at the Custom House, less all charges saved, except a lower value of the articles has been agreed
upon with the Shipper and such value noted herein.

IX. ALSO, freight payable on weight, is to be paid on gross weight discharged or landed from Ocean Steamship, unless otherwise agreed.

X. ALSO, goods destined for a Continental Port, in the event of the Continental Steamer being prevented by ice from reaching destined
Port, the Master reserves the liberty of either landing Cargo at nearest open Port he can reach with safety, or bringing it back to Port of
transshipment, on either case at Consignee's risk and expense, but charging outward freight only; or, should the last Steamer of the season have
sailed for the above destined Port, the goods may be sent to the Port nearest to their destination with which there is direct communication, or
may be warehoused at the intermediate Port at the expense and risk of the owners of the goods.

XI. PARCELS for different Consignees, collected or made up in single packages addressed to one Consignee, to pay full freight on each
parcel.

AND FINALLY, in accepting this Bill of Lading, the Shipper, Owner and Consignee of the goods and the holder of the Bill of Lading agree
to be bound by all of the stipulations, exceptions and conditions, whether written or printed, as fully as if they were all signed by such Shipper,
Owner, Consignee, or Holder.

TRANSIT COMPANY, and of the said Steamer or Steamship Company, severally and not jointly, hath
accomplished, and given up to the Carrier, the others to stand void.

1896

Agent.

OF LADING.

CERTIFICATE OF INSURANCE.

IT IS HEREBY UNDERSTOOD AND AGREED, that in all cases of loss or damage happening to the interest insured under this Certificate, the same shall be reported to THE SEA INSURANCE COMPANY, Limited, Liverpool, as soon as known.

Marks and Nos.

500- Sacks
Flour
140 ^{lbs} each
Brand
Kenilworth

St Paul
To
London.
England

— Line
Bill Lading
*813

Free of particular average, unless amounting to twenty-five (75) dollars, or caused by the stranding, sinking, burning or collision of the vessel.

\$ 1820 ⁰⁰/₁₀₀

The New York
OFFICES, :

This is to Certify, That on the
firms and individuals, as separate underwriters
for THE ST. PAUL ROLLER MILL CO.
Eighteen hundred & twenty
Kenilworth Brand of
— Line —
Via — Line Steam
England —

the case of loss, such loss is payable to the Order
on sum

This Certificate represents and takes the
Policy-holder (for the purpose of collecting an
special Policy direct to the holder of this Certificate

Including risk of craft to and from the vessel, each
lighter or craft to be considered as if separately insured;
also covering dock risk at port of shipment.

INSURANCE

ORIGINAL.

No. 31898.

Marine Underwriters.

No. 77 BEAVER STREET.

NEW YORK, *October 15th* 1896
the *15th* of *October* 1896 the undersigned

insured under Policy No. *1823*

Dollars in Gold, on *500-140^{lb}* Sacks

Flour *valued* at *Amih Ins'd* shipped on board of the
and from *St Paul* to *London* England
as from *New York* to *London*

and it is hereby understood and agreed, that in
case of *THE ST PAUL ROLLER MILL CO.*

tender of this Certificate.

the place of the Policy, and conveys all the rights of the Original
(by loss or claims), as fully as if the property was covered by a
Certificate, and free from any liability for unpaid premiums.

Attorney.

It is HEREBY AGREED, that any loss or claim under this Certificate, shall be paid in Sterling at the offices of THE SEA INSURANCE COMPANY, Limited, Exchange Buildings, Liverpool, at the rate of Four Dollars and ninety-five cents (\$4.95) Gold to the Pound Sterling. Claims to be adjusted according to the usages of Lloyd's, but subject to the conditions of the Policy and Contract of Insurance.
NOTICE.—To conform with the Revenue Laws of Great Britain, in order to collect a claim under this Certificate, it must be stamped within ten days after its receipt in the United Kingdom.

CERTIFICATE.



£305-19-2. *Thy.*

of Exchange second of same
The National German American
Three Hundred And Five Pounds
Sterling, value received which
To Messrs Brown Jones & Co.
No 1498 London, Eng

PRINTED BY G. B. & CO. LTD. ST. PAUL.

BILL OF



St Paul, Minn. Oct^r 15th 1896

days after sight of this PAYEE
and date unpaid pay to the order of
Bank of St. Paul, Minnesota U.S.A.

Inds 19/2
Payable in London

Payable in London.

in payment of

The St. Paul Roller Mill Co.

land. }

EXCHANGE.

THE ST. PAUL ROLLER MILL COMPANY.

ST. PAUL, MINN., October 15th 1896

To Whom it may Concern:

We have this day sold to THE NATIONAL GERMAN AMERICAN BANK of this city, our Bill of Exchange for Three hundred and five pounds 19 1/2 drawn upon Messrs Brown Jones & Co London England against a shipment of 500 Sacks Flour 140 lbs each brand Penitworth per Line as per Bill of Lading to order herewith.

Our agreement with THE NATIONAL GERMAN AMERICAN BANK and holders of this Bill of Exchange for the time being, is that the Bills of Lading are to be retained by the holders of this Bill of Exchange until said Bill of Exchange be paid; but if drawee declines to accept said Bill, or in default of payment of said Bill at maturity, the holders thereof, for the time being, are hereby authorized to place the merchandise described in said Bills of Lading, in the hands of their brokers for sale, on account of whom it may concern, and apply the proceeds towards the payment of the Bill, and in case of any deficiency, we hereby agree to pay the amount of such deficiency to THE NATIONAL GERMAN AMERICAN BANK on demand:

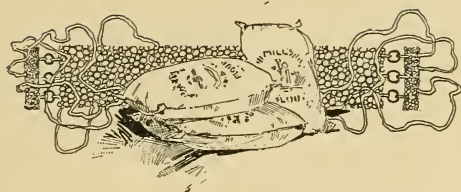
New York Marine Underwriters,

The above shipment is fully Insured in
and we hereby agree that the said Insurance shall be held for the payment of the above mentioned Bill of Exchange in case of loss.
Yours respectfully,

THE ST. PAUL ROLLER MILL COMPANY.

HYPOTHECATION PAPER.

APPENDIX.



WEIGHTS AND MEASURES.

To reduce bushels of American maize to quarters (480 lbs) multiply by 7 and divide by 60.

To reduce cwt's of flour to barrels (196 lbs), multiply by 4 and divide by 7.

To reduce sacks of flour (280 lbs), to barrels (196 lbs), multiply by 10 and divide by 7

A sack of flour weighs gross.....	280	pounds
A barrel of flour weighs net.....	196	pounds
1 Russian pud equals.....	36	pounds.
10 Russian puds equal 1 chetwert or.....	360	pounds
100 Russian chetwerts of wheat equal.....	72	quarters
100 Russian chetwerts of seed equal.....	83	quarters
100 Russian chetwerts of barley equal.....	88	quarters
100 Russian chetwerts of rye equal.....	74	quarters
100 Russian chetwerts of oats equal.....	68	quarters
100 Egyptian orbebs of wheat equal.....	62	1-2 quarters
1,000 French kilogrammes equal.....	1	(long) ton
816 Constantinople kilos equal.....	100	quarters
100 Galatz kilos equal.....	143	quarters
100 Ibraill kilos equal.....	252	quarters
A Dutch last wheat equals.....	10	1-2 quarters
A Dutch last barley equals.....	10	1-3 quarters
A Dutch last oats equals.....	10	1-4 quarters
A German last of wheat equals.....	9	1-3 quarters
100 Malta salms of wheat equal.....	102	quarters
5 Spanish fanegas of wheat equal about.....	1	quarter
350 Austrian stajas of wheat equal.....	100	quarters
25 Portuguese alqueire of wheat equal.....	1	1-4 quarters
472.81 Vienna metzens equal.....	100	quarters
19 Austro-Hungarian minots equal.....	4	quarters
180 French charges equal.....	100	quarters
1 French hectolitre equals.....	2	4-5 bushels
1 Smyrna kilo equals.....	1	bushel
1 Barcelona cwt's of wheat equals.....	1.925	bushels
10 Norway maas—1 maller—equal.....	4.126	bushels
12 German scheffeln—1 malter—equal.....	145	bushels
1 Vienna metzen equals.....	1	7-10 bushels
1 Chilian fanega equals.....	154	1-2 pounds
1 maund Indian wheat seed equals.....	82	pounds
1 French quintal, 100 kilos, equals.....	220	1-2 pounds
218.2 French kilogrammes equal.....	480	pounds
225.45 French kilogrammes equal.....	496	pounds
A quarter of California wheat weighs.....	500	pounds
A quarter other American wheat weighs.....	480	pounds
A quarter Chilian wheat weighs.....	480	pounds
A quarter South Russian wheat weighs.....	492	pounds
A quarter American maize weighs.....	480	pounds
A quarter Danubian maize weighs.....	480	pounds
A quarter Danubian wheat weighs.....	480	pounds
A quarter Odessa maize weighs.....	492	pounds
A quarter Galatz maize weighs.....	462	pounds
A quarter barley weighs.....	400	pounds
A quarter of oats varies from.....	304 to 336	pounds

The weight of a barrel of flour is based on the old English "stone" of 14 lbs.—fourteen stone being taken as a barrel. The sack has 20 stone; thus a 280-lb sack is 20-14th of a barrel, or, for convenience of figuring, we say 10-7ths. Bearing this in mind, it is easy to reduce sacks to barrels, or vice versa.

VALUE OF FOREIGN MONEY.

In these tables we have taken round numbers, for convenience, but the values in American currency are approximate, and change with varying rates of exchange.

ENGLISH.

12 pence	= 1 shilling.
20 shillings	= 1 pound.
(d) 1 penny	= 2 cents American.
(s) 1 shilling	= 24 cents American.
(£) 1 pound	= \$4.80 American.

DUTCH.

100 cents	= 1 guilder or florin.
2 1-2c	= 1 cent American.
1 guilder	= 40 cents American.

GERMAN.

100 pfennigs	= 1 mark.
1 mark	= 24 cents American.

SWEDISH, DANISH AND NORWEGIAN.

100 ore	= 1 crown .
1 crown	= 27 cents American.

FRENCH AND BELGIAN.

5 centimes	= 1 sou.
20 sous	= 1 franc.
5 centimes	= 1 cent American.
1 franc	= 20 cents American

RUSSIAN.

100 kopeks	= 1 rouble.
1 rouble	= 50 cents American

ARGENTINE.

100 centavos = 1 peso; written \$1.00 m/n.

The peso changes in value. The Argentine paper dollar is now (November, 1901) worth about 42 cents American.

BRAZILIAN.

1,000 reis = 1 milreis; written 1\$000.

The value of the Brazilian milreis is about 25 cents American at this date (November, 1901). It fluctuates somewhat, though not so greatly as the Argentine paper dollar.

CHILIAN.

100 centavos = 1 peso.

The peso is worth 32 cents American, and the fluctuations in the value of the peso are but slight.

URUGUAY.

100 centavos = 1 peso.

The peso equals \$1.00 American, and is maintained at par.

FLOUR PRICE EQUIVALENTS.

The appended table shows what 280 lbs and 196 lbs of flour, at a given price in shillings and pence, are equal to in dollars and cents, with exchange at \$4.80 per pound sterling.

S. D.	280 lbs.	196 lbs.	S. D.	280 lbs.	196 lbs.	S. D.	280 lbs.	196 lbs.
6 0	\$1.44	\$1.008	15 0	\$3.60	\$2.52	24 0	\$5.76	\$4.032
6 3	1.50	1.050	15 3	3.66	2.562	24 3	5.82	4.074
6 6	1.56	1.092	15 6	3.72	2.604	24 6	5.88	4.116
6 9	1.62	1.134	15 9	3.78	2.646	24 9	5.94	4.158
7 0	1.68	1.176	16 0	3.84	2.688	25 0	6.00	4.20
7 3	1.74	1.218	16 3	3.90	2.73	25 3	6.06	4.242
7 6	1.80	1.260	16 6	3.96	2.772	25 6	6.12	4.284
7 9	1.86	1.302	16 9	4.02	2.814	25 9	6.18	4.326
8 0	1.92	1.344	17 0	4.08	2.856	26 0	6.24	4.368
8 3	1.98	1.386	17 3	4.14	2.898	26 3	6.30	4.41
8 6	2.04	1.428	17 6	4.20	2.94	26 6	6.36	4.452
8 9	2.10	1.470	17 9	4.26	2.982	26 9	6.42	4.494
9 0	2.16	1.512	18 0	4.32	3.024	27 0	6.48	4.536
9 3	2.22	1.554	18 3	4.38	3.066	27 3	6.54	4.578
9 6	2.28	1.596	18 6	4.44	3.108	27 6	6.60	4.62
9 9	2.34	1.638	18 9	4.50	3.15	27 9	6.66	4.662
10 0	2.40	1.68	19 0	4.56	3.192	28 0	6.72	4.704
10 3	2.46	1.722	19 3	4.62	3.234	28 3	6.78	4.746
10 6	2.52	1.764	19 6	4.68	3.276	28 6	6.84	4.788
10 9	2.58	1.806	19 9	4.74	3.318	28 9	6.90	4.83
11 0	2.64	1.848	20 0	4.80	3.36	29 0	6.96	4.872
11 3	2.70	1.89	20 3	4.86	3.402	29 3	7.02	4.914
11 6	2.76	1.932	20 6	4.92	3.444	29 6	7.08	4.956
11 9	2.82	1.974	20 9	4.98	3.486	29 9	7.14	4.998
12 0	2.88	2.016	21 0	5.04	3.528	30 0	7.20	5.040
12 3	2.94	2.058	21 3	5.10	3.57	30 3	7.26	5.082
12 6	3.00	2.10	21 6	5.16	3.612	30 6	7.32	5.124
12 9	3.06	2.142	21 9	5.22	3.654	30 9	7.38	5.166
13 0	3.12	2.184	22 0	5.28	3.696	31 0	7.44	5.208
13 3	3.18	2.226	22 3	5.34	3.738	31 3	7.50	5.250
13 6	3.24	2.268	22 6	5.40	3.78	31 6	7.56	5.292
13 9	3.30	2.31	22 9	5.46	3.822	31 9	7.62	5.334
14 0	3.36	2.352	23 0	5.52	3.864	32 0	7.68	5.376
14 3	3.42	2.394	23 3	5.58	3.906	32 3	7.74	5.418
14 6	3.48	2.436	23 6	5.64	3.948	32 6	7.80	5.46
14 9	3.54	2.478	23 9	5.70	3.99	32 9	7.86	5.502

FREIGHT RATE TABLE.

(Compiled by Benjamin Stockman, Flour, Minneapolis, Minn.)

This table is designed to show what the freight would be in English money, upon any quantity of flour at a given freight rate. In the first column of figures is the rate of freight, in cents or fractions thereof, those up to 100 being in hundredths. The freight rate (first column of table) begins with 1-100 of a cent and ends with 50 cents. The sacks are of 280 lbs; where the order is in 140-lb sacks, divide the freight, as given, by two.

In use, the table is handled thus: Suppose the freight rate be 5-100 of a cent. Finding this in the first column, the eye is carried across the table, where, under 100 sacks, it is shown that the freight on that amount of flour would be 7d; that on 200 sacks it would be 1s 2d; on 300 sacks, 1s 9d; on 400 sacks, 2s 4d; and on 500 sacks, 2s 11d. The process would be the same with any other rate. To ascertain the freight on 50 sacks, or other part of 100 sacks, divide the freight on 100 sacks by such quantity of flour. The following is an example:

Invoice of 300 sacks flour at 24s c. i. f., less freight at 27.56c per 100 lbs:

	£	s	d
300 sacks at 24s.....	360	0	0
Freight at 27.56c per 100 lbs.....	48	4	7
	311	15	5

The freight is arrived at as follows:

	£	s	d
300 sacks at 56-100c		19	7
300 sacks at 27c	47	5	0
	48	4	7

These figures have been carefully proven, and can be depended upon as being absolutely accurate.

FREIGHT RATE TABLE.

Rate.	100 sacks. (280 lbs)			200 sacks. (280 lbs)			300 sacks. (280 lbs)			400 sacks. (280 lbs)			500 sacks. (280 lbs)		
	£	s.	d.	£	s.	d.	£	s.	d.	£	s.	d.	£	s.	d.
.01			1.4			2.8			4.2			5.6			7
.02			2.8			5.6			8.4			11.2	1		2
.03			4.2			8.4	1		0.6	1		4.8	1		9
.04			5.6			11.2	1		4.8	1		10.4	2		4
.05			7.0	1		2.0	1		9.0	2		4.0	2		11
.06			8.4	1		4.8	2		1.2	2		9.6	3		6
.07			9.8	1		7.6	2		5.4	3		3.2	4		1
.08			11.2	1		10.4	2		9.6	3		8.8	4		8
.09	1		0.6	2		1.2	3		1.8	4		2.4	5		3
.10	1		2.0	2		4.0	3		6.0	4		8.0	5		10
.11	1		3.4	2		6.8	3		10.2	5		1.6	6		5
.12	1		4.8	2		9.6	4		2.4	5		7.2	7		0
.13	1		6.2	3		0.4	4		6.6	6		0.8	7		7
.14	1		7.6	3		3.2	4		10.8	6		6.4	8		2
.15	1		9.0	3		6.0	5		3.0	7		0.0	8		9
.16	1		10.4	3		8.8	5		7.2	7		5.6	9		4
.17	1		11.8	3		11.6	5		11.4	7		11.2	9		11
.18	2		1.2	4		2.4	6		3.6	8		4.8	10		6
.19	2		2.6	4		5.2	6		7.8	8		10.4	11		1
.20	2		4.0	4		8.0	7		0.0	9		4.0	11		8
.21	2		5.4	4		10.8	7		4.2	9		9.6	12		3
.22	2		6.8	5		1.6	7		4.8	10		3.2	12		10
.23	2		8.2	5		4.4	8		0.6	10		8.8	13		5
.24	2		9.6	5		7.2	8		4.8	11		2.4	14		0
.25	2		11.0	5		10.0	8		9.0	11		8.0	14		7
.26	3		0.4	6		0.8	9		1.2	12		1.6	15		2
.27	3		1.8	6		3.6	9		5.4	12		7.2	15		6
.28	3		3.2	6		6.4	9		9.6	13		0.8	16		4
.29	3		4.6	6		9.2	10		1.8	13		6.4	16		11
.30	3		6.0	7		0.0	10		6.0	14		0.0	17		6
.31	3		7.4	7		2.8	10		10.2	14		5.0	18		1
.32	3		8.8	7		5.6	11		2.4	14		11.2	18		8
.33	3		10.2	7		8.4	11		6.6	15		4.8	19		3
.34	3		11.6	7		11.2	11		10.8	15		10.4	19		10
.35	4		1.0	8		2.0	12		3.0	16		4.0	1		5
.36	4		2.4	8		4.8	12		7.2	16		9.6	1		0
.37	4		3.8	8		7.6	12		11.4	17		3.2	1		7
.38	4		5.2	8		10.4	13		3.6	17		8.8	1		2
.39	4		6.6	9		1.2	13		7.8	18		2.4	1		9
.40	4		8.0	9		4.0	14		0.0	18		8.0	1		4
.41	4		9.4	9		6.8	14		4.2	19		1.6	1		11
.42	4		10.8	9		9.6	14		8.4	19		7.2	1		6
.43	5		0.2	10		0.4	15		0.6	1		0.8	1		1
.44	5		1.6	10		3.2	15		4.8	1		6.4	1		8
.45	5		3.0	10		6.0	15		9.0	1		0.0	1		3
.46	5		4.4	10		8.8	16		1.2	1		5.6	1		10
.47	5		5.8	10		11.6	16		5.4	1		11.2	1		5
.48	5		7.2	11		2.4	16		9.6	1		4.8	1		0
.49	5		8.6	11		5.2	17		1.8	1		10.4	1		7
.50	5		10.0	11		8.0	17		6.0	1		4.0	1		2

FREIGHT RATE TABLE.

Rate.	100 sacks. (280 lbs)			200 sacks. (280 lbs)			300 sacks. (280 lbs)			400 sacks. (280 lbs)			500 sacks. (280 lbs)		
	£	s.	d.	£	s.	d.	£	s.	d.	£	s.	d.	£	s.	d.
.51		5	11.4		11	10.8		17	10.2	1	3	9.6	1	9	9
.52		6	0.8		12	1.6		18	2.4	1	4	3.2	1	10	4
.53		6	2.2		12	4.4		18	6.6	1	4	8.8	1	10	11
.54		6	3.6		12	7.2		18	10.8	1	5	2.4	1	11	6
.55		6	5.0		12	10.0		19	3.0	1	5	8.0	1	12	1
.56		6	6.4		13	0.8		19	7.2	1	6	1.6	1	12	8
.57		6	7.8		13	3.6		19	11.4	1	6	7.2	1	13	3
.58		6	9.2		13	6.4	1	0	3.6	1	7	0.8	1	13	10
.59		6	10.6		13	9.2	1	0	7.8	1	7	6.4	1	14	5
.60		7	0.0		14	0.0	1	1	0.0	1	8	0.0	1	15	0
.61		7	1.4		14	2.8	1	1	4.2	1	8	5.6	1	15	7
.62		7	2.8		14	5.6	1	1	8.4	1	8	11.2	1	16	2
.63		7	4.2		14	8.4	1	2	0.6	1	9	4.8	1	16	9
.64		7	5.6		14	11.2	1	2	4.8	1	9	10.4	1	17	4
.65		7	7.0		15	2.0	1	2	9.0	1	10	4.0	1	17	11
.66		7	8.4		15	4.8	1	3	1.2	1	10	9.6	1	18	6
.67		7	9.8		15	7.6	1	3	5.4	1	11	3.2	1	19	1
.68		7	11.2		15	10.4	1	3	9.6	1	11	8.8	1	19	8
.69		8	0.6		16	1.2	1	4	1.8	1	12	2.4	2	0	3
.70		8	2.0		16	4.0	1	4	6.0	1	12	8.0	2	0	10
.71		8	3.4		16	6.8	1	4	10.2	1	13	1.6	2	1	5
.72		8	4.8		16	9.6	1	5	2.4	1	13	7.2	2	2	0
.73		8	6.2		17	0.4	1	5	6.6	1	14	0.8	2	2	7
.74		8	7.6		17	3.2	1	5	10.8	1	14	6.4	2	3	2
.75		8	9.0		17	6.0	1	6	3.0	1	15	0.0	2	3	9
.76		8	10.4		17	8.8	1	6	7.2	1	15	5.6	2	4	4
.77		8	11.8		17	11.6	1	6	11.4	1	15	11.2	2	4	11
.78		9	1.2		18	2.4	1	7	3.6	1	16	4.8	2	5	6
.79		9	2.6		18	5.2	1	7	7.8	1	16	10.4	2	6	1
.80		9	4.0		18	8.0	1	8	0.0	1	17	4.0	2	6	8
.81		9	5.4		18	10.8	1	8	4.2	1	17	9.6	2	7	3
.82		9	6.8		19	1.6	1	8	8.4	1	18	3.2	2	7	10
.83		9	8.2		19	4.4	1	9	0.6	1	18	8.8	2	8	5
.84		9	9.6		19	7.2	1	9	4.8	1	19	2.4	2	9	0
.85		9	11.0		19	10.0	1	9	9.0	1	19	8.0	2	9	7
.86	10	0.4		1	0	0.8	1	10	1.2	2	0	1.6	2	10	2
.87	10	1.8		1	0	3.6	1	10	5.4	2	0	7.2	2	10	9
.88	10	3.2		1	0	6.4	1	10	9.6	2	1	0.8	2	11	4
.89	10	4.6		1	0	9.2	1	11	1.8	2	1	6.4	2	11	11
.90	10	6.0		1	1	0.0	1	11	6.0	2	2	0.0	2	12	6
.91	10	7.4		1	1	2.8	1	11	10.2	2	2	5.6	2	13	1
.92	10	8.8		1	1	5.6	1	12	2.4	2	2	11.2	2	13	8
.93	10	10.2		1	1	8.4	1	12	6.6	2	3	4.8	2	14	3
.94	10	11.6		1	1	11.2	1	12	10.8	2	3	10.4	2	14	10
.95	11	1.0		1	2	2.0	1	13	3.0	2	4	4.0	2	15	5
.96	11	2.4		1	2	4.8	1	13	7.2	2	4	9.6	2	16	0
.97	11	3.8		1	2	7.6	1	13	11.4	2	5	3.2	2	16	7
.98	11	5.2		1	2	10.4	1	14	3.6	2	5	8.8	2	17	2
.99	11	6.6		1	3	1.2	1	14	7.8	2	6	2.4	2	17	9
.100															

FREIGHT RATE TABLE.

Rate.	100 sacks. (280 lbs)			200 sacks. (280 lbs)			300 sacks. (280 lbs)			400 sacks. (280 lbs)			500 sacks. (280 lbs)		
	£	s.	d.	£	s.	d.	£	s.	d.	£	s.	d.	£	s.	d.
.01		11	8	1	3	4	1	15	0	2	6	8	2	18	4
.02	1	3	4	2	6	8	3	10	0	4	13	4	5	16	8
.03	1	15	0	3	10	0	5	5	0	7	0	0	8	15	0
.04	2	6	8	4	13	4	7	0	0	9	6	8	11	13	4
.05	2	18	4	5	16	8	8	15	0	11	13	4	14	11	8
.06	3	10	0	7	0	0	10	10	0	14	0	0	17	10	0
.07	4	1	8	8	3	4	12	5	0	16	6	8	20	8	4
.08	4	13	4	9	6	8	14	0	0	18	13	4	23	6	8
.09	5	5	0	10	10	0	15	15	0	21	0	0	26	5	0
.10	5	16	8	11	13	4	17	10	0	23	6	8	29	3	4
.11	6	8	4	12	16	8	19	5	0	25	13	4	32	1	8
.12	7	0	0	14	0	0	21	0	0	28	0	0	35	0	0
.13	7	11	8	15	3	4	22	15	0	30	6	8	37	18	4
.14	8	3	4	16	6	8	24	10	0	32	13	4	40	16	8
.15	8	15	0	17	10	0	26	5	0	35	0	0	43	15	0
.16	9	6	8	18	13	4	28	0	0	37	6	8	46	13	4
.17	9	18	4	19	16	8	29	15	0	39	13	4	49	11	8
.18	10	10	0	21	0	0	31	10	0	42	0	0	52	10	0
.19	11	1	8	22	3	4	33	5	0	44	6	8	55	8	4
.20	11	13	4	23	6	8	35	0	0	46	13	4	58	6	8
.21	12	5	0	24	10	0	36	15	0	49	0	0	61	5	0
.22	12	16	8	25	13	4	38	10	0	51	6	8	64	3	4
.23	13	8	4	26	16	8	40	5	0	53	13	4	67	1	8
.24	14	0	0	28	0	0	42	0	0	56	0	0	70	0	0
.25	14	11	8	29	3	4	43	15	0	58	6	8	73	18	4
.26	15	3	4	30	6	8	45	10	0	60	13	4	75	16	8
.27	15	15	0	31	10	0	47	5	0	63	0	0	78	15	0
.28	16	6	8	32	13	4	49	0	0	65	6	8	81	13	4
.29	16	18	4	33	16	8	50	15	0	67	13	4	84	11	8
.30	17	10	0	35	0	0	52	10	0	70	0	0	87	10	0
.31	18	1	8	36	3	4	54	5	0	72	6	8	90	8	4
.32	18	13	4	37	6	8	56	0	0	74	13	4	93	6	8
.33	19	5	0	38	10	0	57	15	0	77	0	0	96	5	0
.34	19	16	8	39	13	4	59	10	0	79	6	8	99	3	4
.35	20	8	4	40	16	8	61	5	0	81	13	4	102	1	8
.36	21	0	0	42	0	0	63	0	0	84	0	0	105	0	0
.37	21	11	8	43	3	4	64	15	0	86	6	8	107	18	4
.38	22	3	4	44	6	8	66	10	0	88	13	4	110	16	8
.39	22	15	0	45	10	0	68	5	0	91	0	0	113	15	0
.40	23	6	8	46	13	4	70	0	0	93	6	8	116	13	4
.41	23	18	4	47	16	8	71	15	0	95	13	4	119	11	8
.42	24	10	0	49	0	0	73	10	0	98	0	0	122	10	0
.43	25	1	8	50	3	4	75	5	0	100	6	8	125	8	4
.44	25	13	4	51	6	8	77	0	0	102	13	4	128	6	8
.45	26	5	0	52	10	0	78	15	0	105	0	0	131	5	0
.46	26	16	8	53	13	4	80	10	0	107	6	8	134	3	4
.47	27	8	4	54	16	8	82	5	0	109	13	4	137	1	8
.48	28	0	0	56	0	0	84	0	0	112	0	0	140	0	0
.49	28	11	8	57	3	4	85	15	0	114	6	8	142	18	4
.50	29	3	4	58	6	8	87	10	0	116	13	4	145	16	8

RATES OF FREIGHT PER BUSHEL.

Rate per 100 lbs.	Wheat, 60 lbs.	Corn, 56 lbs.	Oats, 32 lbs.	Barley, 48 lbs.
cts.	cts.	cts.	cts.	cts.
6	3 6	3 4	1 9	2 9
7	4 2	3 9	2 2	3 4
8	4 8	4 5	2 6	3 8
9	5 4	5 0	2 9	4 3
10	6 0	5 6	3 2	4 8
11	6 6	6 2	3 5	5 3
12	7 2	6 7	3 8	5 8
13	7 8	7 3	4 2	6 2
14	8 4	7 8	4 5	6 7
15	9 0	8 4	4 8	7 2
16	9 6	9 0	5 1	7 7
17	10 2	9 5	5 4	8 2
18	10 8	10 1	5 8	8 6
19	11 4	10 6	6 1	9 1
20	12 0	11 2	6 4	9 6
21	12 6	11 8	6 7	10 1
22	13 2	12 3	7 0	10 6
23	13 8	12 9	7 4	11 0
24	14 4	13 4	7 7	11 5
25	15 0	14 0	8 0	12 0
26	15 6	14 6	8 3	12 5
27	16 2	15 1	8 6	13 0
28	16 8	15 7	9 0	13 4
29	17 4	16 2	9 3	13 9
30	18 0	16 8	9 6	14 4
31	18 6	17 4	10 0	14 9
32	19 2	17 9	10 2	15 4
33	19 8	18 5	10 6	15 8
34	20 4	19 0	10 9	16 3
35	21 0	19 6	11 2	16 8
36	21 6	20 2	11 5	17 3
37	22 2	20 7	11 8	17 8
38	22 8	21 3	12 2	18 2
39	23 4	21 8	12 5	18 7
40	24 0	22 4	12 8	19 2
41	24 6	23 0	13 1	19 7
42	25 2	23 5	13 4	20 2
43	25 8	24 1	13 8	20 6
44	26 4	24 6	14 1	21 1
45	27 0	25 2	14 4	21 6
46	27 6	25 8	14 7	22 1
47	28 0	26 3	15 0	22 6
48	28 8	26 9	15 4	23 0
49	29 4	27 4	15 7	23 5
50	30 0	28 0	16 0	24 0
51	30 6	28 6	16 3	24 5

Rates of Freight per Bushel--Continued.

Rate per 100 lbs.	Wheat, 60 lbs.	Corn, 56 lbs.	Oats, 32 lbs.	Barley, 48 lbs.
Cents.	Cents.	Cents.	Cents.	Cents.
52	31 2	29 1	16 6	25 0
53	31 8	29 7	17 0	25 4
54	32 4	30 2	17 3	25 9
55	33 0	30 8	17 6	26 4
56	33 6	31 4	17 9	26 9
57	34 2	31 9	18 2	27 4
58	34 8	32 5	18 6	27 8
59	35 4	33 0	18 9	28 3
60	36 0	33 6	19 2	28 8

Gold Equivalent of Sterling Freight Rates Per Ton of 2,240 Pounds

FLOUR--INCLUDING PRIMAGE.			
Per ton.	Per 100 lbs.	Per bbl.	Per bbl.
s d		s d	
1	\$.00 09	1½	\$.03 15
2	.00 18	2	.04 20
3	.00 28	3	.06 30
6	.00 56	4½	.09 45
9	.00 84	5	.10 50
10	.01 12	6	.12 60
2 6	.02 81	7	.14 70
3 0	.03 37	8	.16 80
3 9	.04 21	9	.18 90
4 0	.04 50	10½	.22 05
4 6	.05 06	10	.25 20
5 0	.05 62	13	.31 50
5 3	.05 90	16	.37 80
5 6	.06 18	19	.44 10
7 0	.07 87	20	.50 40
7 6	.08 43	23	.56 70
7 9	.08 71	26	.63 00
8 6	.09 56	29	.69 30
9 6	.10 68	30	.75 60
10 0	.11 25	33	.81 90
12 6	.14 06	36	.88 20
15 0	.16 88	39	.94 50
17 6	.19 69	40	1.00 80
18 0	.20 25	43	1.07 10
18 6	.20 81	46	1.13 40
20 0	.22 50	49	1.19 70
21 2	.23 90	50	1.26 00
22 6	.25 31	53	1.32 30
23 9	.26 71	56	1.38 60
25 0	.28 12	59	1.44 90

OCEAN RATE. (WITH PRIMAGE.)

Per Ton of 2240 lbs, Including 5 per cent Primage and
Equivalent Rate per 100 lbs.

S. D.	Per 100 lbs C. Hds.	S. D.	Per 100 lbs C. Hds.	S. D.	Per 100 lbs C. Hds.	S. D.	Per 100 lbs C. Hds.
½	.05	2 6	2.81	9 9	10.97	17	19.13
1	.09	2 9	3.09	10	11.25	17 3	19.41
1½	.14	3	3.38	10 3	11.53	17 6	19.69
2	.19	3 3	3.66	10 6	11.81	17 9	19.97
2½	.24	3 6	3.94	10 9	12.09	18	20.25
3	.28	3 9	4.22	11	12.38	19	21.38
3½	.33	4	4.50	11 3	12.66	20	22.50
4	.38	4 3	4.78	11 6	12.94	21 3	23.91
4½	.42	4 6	5.06	11 9	13.22	22 6	25.31
5	.47	4 9	5.34	12	13.50	23 9	26.72
5½	.52	5	5.63	12 3	13.78	25	28.13
6	.56	5 3	5.91	12 6	14.06	26 3	29.53
6½	.61	5 6	6.19	12 9	14.34	27 6	30.94
7	.66	5 9	6.47	13	14.63	28 9	32.34
7½	.70	6	6.75	13 3	14.91	30	33.75
8	.75	6 3	7.03	13 6	15.19	35	39.38
8½	.80	6 6	7.31	13 9	15.47	40	45.00
9	.84	6 9	7.59	14	15.75	45	50.63
9½	.89	7	7.88	14 3	16.03	50	56.25
10	.94	7 3	8.16	14 6	16.31	55	61.88
10½	.99	7 6	8.44	14 9	16.59	60	67.50
11	1.03	7 9	8.72	15	16.88	65	73.13
11½	1.08	8	9.00	15 3	17.16	70	78.75
1	1.13	8 3	9.28	15 6	17.44	75	84.38
1 3	1.41	8 6	9.56	15 9	17.72	80	90.
1 6	1.69	8 9	9.84	16	18.00	90	101.25
1 9	1.97	9	10.13	16 3	18.28	100	112.50
2	2.25	9 3	10.41	16 6	18.51	120	135.00
2 3	2.53	9 6	10.69	16 9	18.84		

EQUIVALENT OF SACKS IN BARREL QUANTITIES.

100-lb sacks.	112-lb sacks.	140-lb sacks.	100-kilo sacks. (220½ lbs.)	280-lb sacks.	No. bbls.
100	.....	.....	.....	.....	51 1-49
150	.....	.....	.....	.....	76 26-49
200	.....	.....	.....	.....	102 2-49
300	.....	.....	.....	.....	153 3-49
400	.....	.....	.....	.....	204 4-49
500	.....	.....	.....	.....	255 5-49
	100	.....	.....	.....	57 1-7
	150	.....	.....	.....	85 5-7
	200	.....	.....	.....	114 2-7
	300	.....	.....	.....	171 3-7
	400	.....	.....	.....	228 4-7
	500	.....	.....	.....	285 5-7
		100	.....	.....	71 3-7
		150	.....	.....	107 1-7
		200	.....	.....	142 6-7
		300	.....	.....	214 2-7
		400	.....	.....	285 5-7
		500	.....	.....	357 1-7
			100	.....	112 32-47
			150	.....	169 13-98
			200	.....	225 25-49
			300	.....	338 13-49
			400	.....	451 1-49
			500	.....	563 38-49
				100	142 6-7
				150	214 2-7
				200	285 5-7
				300	428 4-7
				400	571 3-7
				500	714 2-7

CONTINENTAL WHEAT QUOTATIONS.

The following table exhibits the equivalent of French and German quotations in American money.

BERLIN.	ANTWERP.	PARIS.
Quotes values per 1,000 kilos, equal to 36.75 bus.	Quotes values per 100 kilos, equal to 3.67 bus.	Quotes values per 1 hec- toliter, equal to 2.83 bus.
Cents per bu.	Cents per bu.	Cents per bu.
12½ pfennigs.... 0.08	5 centimes... 0.26	5 centimes... 0.34
25 pfennigs.... 0.16	10 centimes... 0.53	10 centimes... 0.68
37½ pfennigs.... 0.24	20 centimes... 1.05	20 centimes... 1.36
50 pfennigs.... 0.32	25 centimes... 1.31	25 centimes... 1.70
75 pfennigs.... 0.48	37½ centimes... 1.97	37½ centimes... 2.55
1 mark (23.8). 0.64	50 centimes... 2.63	50 centimes... 3.40
1½ marks..... 0.96	75 centimes... 3.94	75 centimes... 5.10
2 marks..... 1.28	1 franc(19.3c) 5.25	1 franc(19.3c) 6.80
2½ marks..... 1.60	1½ franc..... 7.88	1½ francs..... 10.20
3 marks..... 1.92	2 francs..... 10.50	2 francs..... 13.60
3½ marks..... 2.24	2½ francs..... 13.50	2½ francs..... 17.00
4 marks..... 2.56	3 francs..... 15.75	3 francs..... 20.40
4½ marks..... 2.88	3½ francs..... 18.37	3½ francs..... 23.80
5 marks..... 3.10	4 francs..... 21.00	4 francs..... 27.20
5½ marks..... 3.52	4½ francs..... 23.63	4½ francs..... 30.60
6 marks..... 3.84	5 francs..... 26.25	5 francs..... 34.00
6½ marks..... 4.16	5½ francs..... 28.83	5½ francs..... 37.40
7 marks..... 4.43	6 francs..... 31.50	6 francs..... 40.80
7½ marks..... 4.80	6½ francs..... 34.13	6½ francs..... 44.20
8 marks..... 5.12	7 francs..... 36.75	7 francs..... 47.00

In these tables, one pound sterling is figured at \$4.80, and the French franc at $5\frac{1}{4}$ to the dollar, though in the table on page 47, we have taken round numbers and have figured the franc at 20c.

FLOUR TABLES

Per 196 lbs.	Stg. 196 lbs.	Stg. 280 lbs.	Francs 220 lbs.
	s. d.	s. d.	
\$3 05	12 8½	18 2	17 91
10	12 11	18 6	18 30
15	12 1½	18 10	18 70
20	13 4	19 1	19 00
25	13 6½	19 5	19 40
30	13 9	19 8	19 70
35	13 11½	20	19 94
40	14 2	20 2	20 25
45	14 4½	20 7	20 65
50	14 7	20 10	20 90
55	14 9½	21 2	21 05
60	15	21 5	21 30
65	15 2½	21 9	21 50
70	15 5	22	21 78
75	15 7½	22 4	22 20
80	15 10	22 8	22 38
85	16 ½	23	22 70
90	16 3	23 3	23 00
95	16 5½	23 7	23 40
4 00	16 8	23 10	23 75
05	16 10½	24 2	24 00
10	17 1	24 5	24 25
15	17 2½	24 9	24 50
20	17 6	25	24 75
25	17 8½	25 4	25 00
30	17 11	25 7	25 25
35	18 1½	25 10	25 50
40	18 4	26 2	25 85
45	18 6½	26 6	26 25
50	18 9	26 10	26 65
55	18 11½	27 2	27 10
60	19 2	27 5	27 30
65	19 4½	27 9	27 55
70	19 7	28	27 75
75	19 9½	28 4	28 00
80	20	28 7	28 45
85	20 2½	28 11	28 85
90	20 5	29 2	29 05
95	20 7½	29 6	29 25
5 00	20 10	29 9	29 45

FLOUR TABLES.

Per 196 lbs.	Stg. 196 lbs.	Stg. 280 lbs.	Francs 220 lbs.
	s. d.	s. d.	
\$5 05	21 ½	30 1	29 67
5 10	21 2	30 4	29 98
15	21 5½	30 8	30 30
20	21 8	31	30 75
25	21 10½	31 4	31 17
30	22 1	31 7	31 48
35	22 2½	31 11	31 65
40	22 6	32 2	31 96
45	22 8½	32 6	32 38
50	22 11	32 9	32 70
55	23 1½	33 1	32 21
60	23 4	33 4	32 56
65	23 6½	33 8	32 98
70	23 9	33 11	33 26
75	23 11½	34 3	33 68
80	24 2	34 6	34 00
85	24 4½	34 10	34 62
90	24 7	35 2	35 04
95	24 9½	35 6	35 45
6 00	25	35 9	35 75
05	25 2½	36 1	35 80
10	25 5	36 4	36 10
15	25 7½	36 8	36 42
20	25 10	36 11	36 65
25	26 ½	37 3	37 07
30	26 2	37 6	37 38
35	26 5½	37 10	37 80
40	26 8	38 1	38 10
45	26 10½	38 5	38 50
50	27 1	38 8	38 80
55	27 3½	39	39 26
60	27 6	39 4	39 68
65	27 8½	39 8	40 10
70	27 11	39 11	40 40
75	28 1½	40 3	40 80
80	28 4	40 6	41 10
85	28 6½	40 10	41 50
90	28 9	41 1	40 75
95	28 11½	41 5	41 15
7 00	29 2	41 8	41 45

FLOUR TABLES.

Per 196 lbs.	Stg. 196 lbs.	Stg. 280 lbs.	Francs 220 lbs.
	s. d.	s. d.	
\$7 05	29 4½	42 1	41 60
10	29 7	42 4	42 00
15	29 9½	42 8	42 45
20	30	43	42 75
25	30 2½	43 3½	43 15
30	30 5	43 7	43 45
35	30 7½	43 11	43 70
40	30 10	44 2	44 00
45	31 ½	44 6	44 40
50	31 3	44 9	44 65
55	31 5½	45 1	44 80
60	31 8	45 4	45 05
65	31 10½	45 8	45 25
70	32 1	45 11	45 55
75	32 3½	46 2	45 95
80	32 6	46 6	46 15
85	32 8½	46 10	46 45
90	32 11	47 2	46 70
95	33 1½	47 6	47 05
8 00	33 4	47 9	47 50
05	33 6½	48 1	47 75
10	33 9	48 4	48 00
15	33 11½	48 8	48 25
20	34 2	48 11	48 50
25	34 4½	49 2	48 75
30	34 7	49 6	49 00
35	34 9½	49 10	49 25
40	35	50 1	49 60
45	35 2½	50 5	50 00
50	35 5	50 8	50 40
55	35 7½	51	50 75
60	35 10	51 4	50 95
65	36 ½	51 8	51 20
70	36 3	51 11	51 40
75	36 5½	52 3	51 65
80	36 8	52 6	52 20
85	36 10½	52 10	52 60
90	37 1	53 1	52 80
95	37 2½	53 5	53 00
9 00	37 6	53 8	53 20

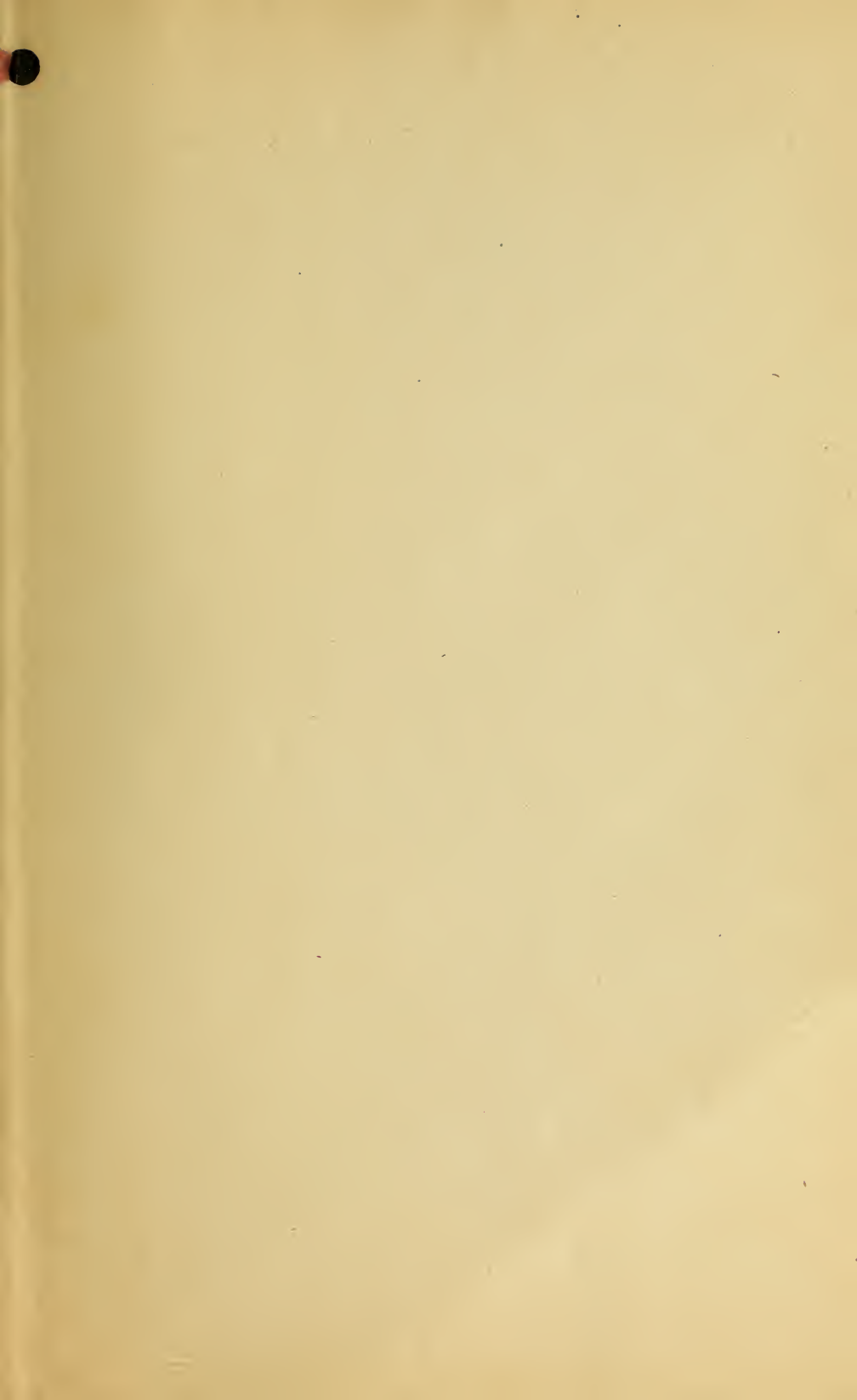




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